

Arrow announces strategic investment by Growth Capital Partners

Submitted by: ARO (Formerly Arrow Business Communications)

Wednesday, 31 August 2016

GODALMING, SURREY, UK (31st August 2016): Arrow is pleased to announce the completion of a strategic investment by Growth Capital Partners (GCP) in order to fast track growth and secure future M&A activity.

Recent strategy has seen Arrow (<http://www.arrowcommunications.co.uk>) completing seven acquisitions in the last six years and whilst this has seen the business nearly treble in size and successfully transform from its mobile roots to a much broader based business communications supplier, the Arrow team are focused on complementing organic growth with larger acquisition opportunities which strengthen their hosted, data and IT services portfolio.

GCP (<http://www.growthcapital.co.uk>) is an independent private equity company which invests in growing UK SMEs and will provide a significant acquisition fund to enable Arrow to continue their ambitious growth strategy and further develop their presence in the industry.

Chris Russell, CEO of Arrow Business Communications, commented:

"I am delighted that GCP has become a major investor in our business and look forward to working in partnership with them in order to help Arrow continue to flourish. GCP has an excellent reputation for supporting SME businesses in the UK and we welcome their support, experience and enthusiasm."

Arrow and GCP will work in partnership moving forward with both parties holding a 50% shareholding in the business. Led by Chris Russell and the current management team, Arrow will continue to operate from the same 5 locations delivering a personal level of support to their base of customers throughout the UK.

Chris Russell, CEO of Arrow Business Communications, commented:

"We knew that GCP were the partner for us from the moment that we met them and I am delighted that we have been able to complete this deal. This is testament to the hard work contributed by the Arrow team over the last 6 years."

Richard Shaw, Investment Director at GCP, commented: "We are delighted to have completed an investment to support the exciting growth plans of the Arrow management team. With a market position supported by exceptional levels of service differentiation and a proven buy and build track record, Arrow is ideally placed to benefit from continued business communication convergence. With our funding support and technology sector M&A experience we look forward to supporting the next stage of the buy and build strategy."

Arrow continues to reinforce its position in the market as a leading telecommunications and IT supplier to businesses throughout the UK. Arrow's primary driver is to nurture close customer relationships through personal contact whilst offering dynamic solutions to suit all types of business.

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About Arrow

Arrow specialises in telephony solutions for business users and offers a diverse connectivity portfolio ranging from on site and hosted telephony systems through to mobile voice, data, IT services, mobile device management and professional services.

Arrow can trace its roots back to 1995 and has over 4,000 customers including entrepreneurs, SME and multi-national organisations. Arrow supports customers from all industry sectors, however, we have particular expertise in the Education, Hospitality and Legal sectors.

With offices in Godalming, Cambridge, Worcester, Newton-le-Willows and Aberdeen, Arrow is ideally placed to provide nationwide support across all its solutions. Working alongside best of breed industry partners, Arrow offers impartial advice, flexibility and support for customers transitioning from their existing infrastructure to new technology at their own pace.