

Client Testimonial

When a business ends up in a situation where, although well run and competently trading, the parent company becomes distressed and enters into administration there are many negative situations to deal with simultaneously. Nervousness of the key stakeholders; in particular customers, suppliers and staff which then creates vulnerability to the normal operation of the business and can lead to failings if not managed properly.

On finding ourselves in this situation recently and because of issues such as debt complexities, business partner concerns and other complications, it was imperative that the sale of Andrews Survey was resolved quickly but also with great care and diligence to ensure that the optimum solution was found to ensure long term security and stability of the company.

The early involvement of the Deloitte accelerated M&A team headed up by Rob Harding was pivotal in getting us through these uncertain times and supporting us at key moments. From my first conversation with Rob, I felt that I had people on our side and that a positive outcome was very achievable. As there was a great deal of interest in Andrews Survey because of our strong brand and reputation there were several parties involved which increased the due diligence activity and efforts required.

Throughout the process Rob and his team were relentless in their pursuit of the best outcome for all stakeholders and worked tirelessly to achieve this. The result of these efforts is that a very good company that found itself in a distressed situation has ended up with a strong and stable future ahead.

Stuart Reid, Managing Director, Andrews Survey