

Phoenix Equity Partners *(Private Equity Specialists)*

Phoenix Equity's primary focus is on investing in, and assisting, high quality private companies. They target management buy-outs and buy-ins, expansion capital opportunities, and joint-venture equity financings in the UK. Their companies are typically valued at up to £200 million.

They forge strong partnerships with the management teams they back. They work closely with entrepreneurs in specific sectors. They offer capital commitment, discretion and sector expertise. Each of their Partners takes individual responsibility for a limited number of their portfolio companies, and will remain personally involved from the first meeting until its flotation or sale. This focus has already led to 64 of the 79 companies in which they have invested being sold or floated.

They appreciate the importance of committed backers. They manage in excess of £500 million of private equity funds on behalf of leading institutions from around the world.

Exchequer Enterprise was the only solution to meet the needs of PEP due to its power and flexibility that allow for ease of reporting and posting of transactions between all levels of each and every fund.

Financial Director Steve Darrington and Accountant Roger Parry chose the following solution for PEP in February 2002:

Exchequer Enterprise Accounting Solution – 4-user Client/Server Dual-Currency

Financial Modules (Sales Ledger, Purchase Ledger, Nominal Ledger incl. Cashbook and Invoicing),
Report Writer, ODBC Connectivity and OLE SavePack, ASCII Import Module and BACS Plug-in.

And had this to say:

"You put in the effort to understand our slightly unusual requirements and came up with a solution in a professional way without trying to hard sell. Some vendors are not able to satisfy individualistic requirements and are not easy to call upon at short notice or when needed; they lack your 'personal touch' – all approachable individuals who inspire confidence."

Roger Parry, Phoenix Equity Partners

