

Case Study: Calligo Ltd.



Company Description	Calligo Limited (“Calligo”) is an innovative provider of trusted cloud infrastructure (“IaaS”), cloud applications (“SaaS”) and managed services to global enterprises over its proprietary encrypted platform. The Company is based in the Channel Islands and serves customers across Europe, North America and Asia.
Situation Overview	Calligo was seeking an advisor to assist them in raising \$20MM in growth equity to build out the Company’s global cloud presence through organic growth and strategic acquisitions. Q Advisors was selected by their knowledge of the cloud sector and their global reach within the private equity community. The Company’s proprietary encrypted platform and unique appeal across several verticals in the mid-tier enterprise segment, namely finance, gaming, and big data; positioned the Company as an attractive cloud platform investment.
Result	Q Advisors leveraged its extensive knowledge of the cloud and managed services space, along with its expansive reach across the global investment community to run a tightly managed, competitive process for Calligo. Investcorp, a leading global private equity firm focused on the TMT, Data Analytics and IT Security sectors, was selected as the preferred partner. The firm invested \$20MM in Calligo to fund the Company’s next phase of growth, primarily through strategic acquisitions. Q Advisors continues to serve as Calligo’s exclusive financial advisor as the Company seeks additional acquisition targets.



We interviewed several investment banks to help with our growth equity raise. The Q Advisors team stood out by their knowledge of the cloud and managed services space and their reach into a large number of global growth equity firms. The team worked with us every step of the way from modeling and positioning Calligo to negotiating final terms with a great investor. As a serial entrepreneur, it was a pleasure working with a team that delivered on what they promised. We look forward to our continued relationship with Q Advisors as Calligo begins the next phase of the company’s growth.

*Julian Box
Founder and CEO, Calligo, Ltd.*

