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16th February 2009

Cambridge, UK

Leading Business Broker Beanstalk Management Secures Strategic Investment for PDF Software Developer Icen Technology Limited.

Beanstalk Management, the innovative corporate advisory house specialising in the small and mid-market, has successfully concluded a partial share sale on behalf of Icen Technology. Selected as exclusive advisor, Beanstalk Management has drawn on its unique mid-market expertise in Technology, Media and Telecoms to bring together a strategic investor and Icen, delivering an outstanding result in a tight funding environment.

Icen Technology focuses on developing tools and services based around the Portable Document Format (PDF). The company has built a unique portfolio of products with its core PDF technologies which are also used for custom software development projects for clients requiring tailor-made solutions.

“We're very pleased with the diligence and tenacity that Beanstalk Management has shown throughout this process,” commented Simon Crowfoot, Director at Icen Technology. “The extensive and well thought through prospect list that Beanstalk put together generated a significant amount of interest in the business, and the choices they gave us stretched our thinking. They guided us well through the selection process and ultimately helped us find the best fit for the business.”

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“Clients value the bespoke approach we take to their broking needs,” said Beanstalk Management co-founder and Director, Matthew Byatt. “Our work with Simon and the team to understand what Icen offers, find suitable motivated buyers and negotiate the best price has really paid off, and we're delighted for them.”

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Editors Note:

Founded in 2005, Beanstalk Management is an innovative, expert business broker specialising in buying and selling businesses, raising finance and strategic consulting.

Tags:

Beanstalk Management Limited, Icen Technology Limited, Software Company Sale, PDF Software Developer, Raising Finance for Software Business, Business Broker, Corporate Advisory House.