

PRESS RELEASE

TCii joins forces with leading acquisitions service

TCii Strategic and Management Consultants has forged links with Acquisitions International to give clients the edge in corporate acquisitions as the downturn bites.

London, 29 March 2008 – Clients of London-based TCii Strategic and Management Consultants wishing to take advantage of the downturn by acquiring a troubled company can now do so more easily and cheaply than their rivals. TCii has teamed up with Acquisitions International and offers clients preferential access to its new partner's unique and highly effective acquisition head-hunting service.

"This is a proven trademarked methodology, developed over 17 years, that can be measured and monitored," says TCii Managing Director Terry Irwin. "It enables Acquisitions International to remain a leader in its field by achieving the best possible negotiating position for clients wishing to acquire another business."

Wide choice of targets

Acquisitions International's unique approach is not a brokerage service, but rather a modular, labour-intensive, acquisition head-hunting service. It gives clients the luxury of being able to choose between a number of potential targets that match their acquisition brief and strategic growth plans.

As a result, clients enjoy an excellent negotiating position – not only on price, but also on the terms and pace of the deal. In fact, Acquisitions International claims that the degree of choice it delivers doubles the chances of a deal actually being done.

Giving acquirers the upper hand

The benefits that clients can expect from Acquisitions International's approach include:

- a larger and more detailed "shopping list" of suitable acquisition targets
- a delicate and confidential approach that results in a good proportion of even the "not for sale" companies being prepared to come to the table
- an expert assessment procedure to ensure that clients don't waste time meeting with companies not genuinely prepared to consider selling
- a significantly lower overall advisory bill.

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In addition, TCii clients seeking funding for acquisitions can benefit from Acquisitions International's extensive network of contacts with banks, business angels, private investors and advisers.

Says TCii's Terry Irwin: "This new partnership is another milestone in our continuing quest to enhance the range of high quality services we offer our clients."

Background information

TCii Strategic and Management Consultants provides strategic advice and practical support to privately owned companies, and results-driven strategic advice to larger businesses. It has a worldwide client base drawn from numerous industry sectors.

Acquisitions International is part of BCMS Corporate Ltd, a world-leading specialist in the sale of privately owned businesses. The group has around 120 employees, three offices in the UK and one in New York, and a network of European agents.

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