

## Telecoms sector

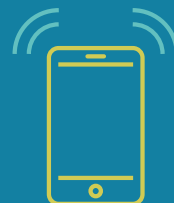
# Legal expertise & industry knowledge



We couple the legal expertise you need with our knowledge of the telecoms industry, to ensure you get not only the right legal support but also practical, commercial advice.

We work with a range of telecoms companies, from start-ups to established companies, to help grow their business and achieve their objectives.

We have a good story to tell about our clients' successes and the long-term relationships and support we have been able to offer them.



### Our track record

We advise clients on the following areas:

- Start-up funding
- Business integrations
- Reorganisations
- Strategic investments
- Mergers and acquisitions
- Management buy outs
- Disposals and exits

### Our approach

We work with businesses in the long term, and get to know their objectives to help them grow and develop throughout their life cycle.

From start-up funding, to integrating businesses and the reorganisations that are needed when buying and building a scale up, through to eventual exit, we can help.

Our experience with supporting several telecoms clients throughout this process means we have a real understanding of the challenges and needs of the sector. However, we also take time to get to know your business in particular and what's important to you.



Call Jason Milkins on +44 (0)117 9281912 or email him at [jason.milkins@roxburghmilkins.com](mailto:jason.milkins@roxburghmilkins.com)

## Why Roxburgh Milkins?

We confine ourselves to sectors we know well and our telecoms experience has been gained over 15 years. We especially enjoy working with businesses with exciting and proven growth potential. We have close links with corporate finance and accountancy experts, as well as a network of other legal specialists including employment, tax and property.

All of which enables us to provide a high level of service and support, through regular contact with experienced senior members of our team.

The difference that you'll see as a client is that we don't just provide a functional law offering. We put ourselves in your shoes and think ahead to anticipate and advocate on your behalf.

We've worked with a range of businesses in this sector, which you can see here but also on our website. From Vysiion to Concirrus and Blu Wireless to Solar, we've helped each of them on their path to growth.

### Sector expertise

We have 15 years of experience in helping telecoms businesses, including businesses such as Solar Communications and BCH Solutions. Over that time we have helped numerous business owners and investors with over 16 acquisitions, disposals, group reorganisations and strategic investments.



**solar**  
communications

Solar was founded in 1988 and has grown rapidly to be recognised as an industry leader in the burgeoning business communications and IT marketplace. We have worked with Solar and its founder, for many years, across eight different deals and most recently advised them on their sale to Wavenet Group, backed by Beech Tree Private Equity.

*"I have worked with Roxburgh Milkins for ten years and have been very happy with their work. They are very dedicated, incredibly responsive and very smart.*

*They have helped us with their usual pragmatic approach. I am always confident that we will be represented well by them and can't recommend them highly enough."*

**MARK COLQUHOUN, CHAIRMAN,  
SOLAR COMMUNICATIONS**



**BCH SOLUTIONS**

BCH is at the forefront of innovative Cloud Voice solutions, specialising in the successful design and delivery of feature-rich call solutions. We have helped them for several years with both investment and commercial contracts.

*"Jason has always provided us with good advice, helping to think ahead and manage the longer term outcomes. He works closely with our other advisers and was able to refer us to another excellent lawyer for a property job. The firm was introduced to us by an investor and we have chosen to continue using them since then."*

**AMANDA FRANKLIN, DIRECTOR,  
BCH SOLUTIONS**

Other clients include:



Concirrus 



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