

Knight Transaction Services

Established: 2021

Sector: Due diligence

Key people: Founding director Hayley Brightmore; associate director Erin Berry; associate director Jenny Serridge

About: "As a female-led team within a male-dominated industry, Knight TS is at the forefront of change. Aside from the team's composition, its market offering is new and distinct.

"Many organisations in the mid-market have found it difficult to work with the financial giants that dominate the sector because of their inflexibility, cost and reluctance to accommodate the needs of smaller players, so this new approach has attracted attention and growth has been fast."

Key wins:

- Humble Group AB – Go Superfoods Group Limited: £17m acquisition
- Maven – MyPura: £4m investment into MyPura
- Tivian's acquisition of GuideSpark (undisclosed)

Hayley Brightmore tells *Insider* the story of the firm's founding: "Jenny and I were at Grant Thornton. We were working on big deals. I think there's been a shakeup in that a lot of boutique M&A houses are doing really well. Off the back of that, they were getting a lot of reciprocal DD opportunities. They had teams who weren't really specialised in doing DD but they were getting inbound work.

"I spoke with Adam Zoldan and Paul Billingham who set up Knight Corporate Finance. They'd been going 15 years and were entrepreneurial characters. They wanted to set up a DD department up and asked if I fancied it. I thought there was a gap in the market and they backed me. We launched in June 2021 and now have a team of five."

She says deal flow began almost instantly: "In our first few months we were approached by an American business buying a software firm in California. They found us on Google. We have also done a piece of work for a PLC based in Sweden."

Brightmore says what sets Knight TS aside is that it can offer bespoke DD and turn a report around in a week. She says: "If you went to a big accountancy firm and said you want a piece of DD doing, but said 'I'm only really buying the customer base, I don't care about the back office' they still say this is how we do it and this is how much it will cost. Whereas we can do it bespoke. We are happy to deliver that. We are more fluid."

Discussing the dynamics of the team, she says: "If you are the right person, it would work for you. If you are proactive and you want to push and get on, there's no ceiling on what we are doing."



L-R: Jenny Serridge, Hayley Brightmore, Erin Berry

Bexley Beaumont

Established: 2020

Sector: Corporate law, private client services

Key people: Chief executive officer Karen Bexley; co-founder Anna Beaumont; non-exec director Gordon Lane

About: "Bexley Beaumont launched as a boutique law firm known for the exceptional quality of its work and the depth of its talent. We wanted not only to challenge traditional law firms but the operating methods of some of the fee-share firms which have emerged in recent years. We are something of a hybrid, combining the best elements of both: the calibre of work, clients and structure expected of traditional firms, and the sense of innovation associated with fee-share practices. We allow partners control over how they represent clients. In the last 18 months, we have invested heavily in infrastructure to better support their work on behalf of clients and collaboration with each other."

Key wins: As well as picking up the Business Growth title in the annual Modern Law Awards, Bexley

Beaumont was shortlisted as one of the law firms of the year in The Lawyer Awards.

CG Professional

Established: 2017

Sector: Corporate law

Key people: Managing partner Benjamin Dredge; co-founder Louise Myers; co-founder Stacey Turner; senior associate Michelle Hinks; partner Heather Aust (employment team); Thomas Prince (commercial contracts)

About: "The CG vision is clearly defined. We advise businesses how they want it and when they want it. Businesses are all different, whether startup, entrepreneurial, high-growth or established, family-owned and managed. We remove some of the complications and red tape to the way we provide our services, so we can focus on achieving our clients' aims. We encourage all our teams to provide solution-focused advice rather than clock-watching, being risk-averse or ignoring the commercial context. Having been built from the ground up, we have no legacy issues or imported ethos. We're all