



PRESS RELEASE

# End-to-end Due Diligence Service for Digital Infrastructure Assets

8 March 2023

ENGINEERING A DIGITAL FUTURE

# Cambridge MC & Indigo will provide a one-stop shop for technical and commercial due diligence

8 MARCH 2023 – Cambridge, UK – Cambridge Management Consulting (Cambridge MC), one of Europe's most dynamic and innovative consultancies, and Indigo Telecom Group (Indigo), a leading provider of engineering services for network infrastructure and data centres, have announced a new partnership to offer a one-stop shop for due diligence for digital infrastructure assets—to support fibre alternative networks (AltNets), data centres and international fibre companies.

This strategic engagement will enable infrastructure funds and private equity organisations to contract with one party for complete commercial and technical due diligence on an asset. Cambridge MC will be providing the commercial due diligence, and Indigo will provide physical due diligence. Additionally, the joint offering will provide a sell-side service to those wishing to ensure their business is in the best possible shape prior to sale.

“For many years, investors have experienced poor quality due diligence with a historic focus primarily on the financials aspect. Now private equity and infrastructure funds also want to look at the architecture, systems and physical network to see if they are getting what they believe they are investing in. Today, we are delighted to respond to their needs,” said Ian Duggan, Chief Executive Officer of the Indigo.

Kevin Taylor MBE, Chairman of Indigo Telecom adds, “Through this collaboration with Cambridge MC, we can now offer a one-stop shop to the market for both commercial and technical due diligence. This is unique in the market as far as we know.”

Tim Passingham, founder and Chairman of Cambridge Management Consulting said “We are already seeing huge amounts of change in the telecommunication market and, especially for many AltNets, there will be a large amount of consolidation in the near future. Being able to offer technical as well as commercial due diligence on digital infrastructure assets will be attractive to many Indigo and Cambridge MC clients.”

Meredith Sharples, Managing Partner for the telecommunications vertical at Cambridge MC elaborates: “This strategic partnership will further strengthen our current capabilities in preparing companies for sale. Through our collaboration with Indigo Telecom, we can offer significant advantages to our telecommunication and data centre clients seeking to sell or secure additional funding in the upcoming months.”

## About Cambridge Management Consulting

Cambridge Management Consulting (Cambridge MC) is an international consulting firm that helps companies of all sizes have a better impact on the world. Founded in Cambridge, UK, initially to help the start-up community, Cambridge MC has grown to over 120 consultants working on projects in 18 countries. Our capabilities focus on supporting the private and public sector with their people, process and digital technology challenges.

What makes Cambridge Management Consulting unique is that it doesn't employ consultants—only senior executives with real industry or government experience and the skills to advise their clients from a place of true credibility. Our team strives to have a highly positive impact on all the organisations they serve. We are confident there is no business or enterprise that we cannot help transform for the better.

Cambridge Management Consulting has offices or legal entities in Cambridge, London, New York, Paris, Tel Aviv, Singapore and Helsinki, with further expansion planned in the near future.

For more information visit [www.cambridgemc.com](http://www.cambridgemc.com)

## About Indigo Telecom Group

Providing network infrastructure to fixed/mobile carriers and the enterprise sector since 1998, Indigo is a leader in Design, Build and Support services to a fast-changing market where business and consumers demand increasingly powerful connectivity. A reputation for reliability has made Indigo a trusted partner to some of the biggest companies in the world. The pursuit of value and innovation has seen our reputation grow and our footprint expand into over 90 countries. We provide clients with a local and global presence, supporting infrastructure anywhere in the world with a single point of contact.

To find out more visit [www.indigotg.com](http://www.indigotg.com)

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