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"The Bluebox Partner Programme not only provides me with all the tools and support that I need to undertake corporate finance and business advisory activities, but also gives me instant credibility when talking to potential clients. Their systems and support infrastructure have enabled me to undertake work for a greater number of clients and for larger businesses, which has of course had a significant impact on my earning capabilities."

James Robertson
Partner
Bluebox Corporate Finance

## **ABOUT US**

Founded in 2012 by renowned entrepreneur James
Caan and a former senior partner of Cavendish
Corporate Finance, Paul Herman, Bluebox is an
innovative corporate finance and business advisory
consultancy that is working with hundreds of private
business owners across the UK. Our team comprises
over 40 dynamic individuals with excellent expertise
and depth of knowledge.

## **WHAT WE DO**

We work alongside our clients to

- Advise on strategic growth
- Deliver our Blue Diamond programme which assists owners prepare their business for sale
- Provide market-leading corporate finance advice on the sale of businesses
- Assist with capital raising

We are building our brand to become the pre-eminent provider of advisory services globally and are looking for talented individuals who will benefit from working independently (whilst still very much being part of a team), sharing our significant resources and using the high quality tools that we have developed to generate increased fees and enhanced client engagement.





## **OUR CLIENTS**

Bluebox works closely with privately owned companies varying from young, growing businesses through to organisations with values exceeding £100m.

We work across a range of verticals and describe ourselves as sector agnostic. The expertise across our team combined with the quality of our IP enables us to provide an exceptionally high level of service to our clients, tailored, of course, to their specific needs.

Our pre-sale planning programme (Blue Diamond) provides us with a strong differentiator in the market. It ensures that we provide a seamless service to clients who are looking to grow their companies and enhance capital value in advance of a realisation.

## THE PARTNER PROGRAMME

Our team members have worked with over 500 clients, sold hundreds of businesses and are rapidly gaining brand recognition as a result of achieving excellent results.

We are now looking to increase brand awareness, expand our footprint and deliver services to a broader market through a unique Partner Programme, which has been specifically developed to enable independent corporate financiers, non-executives and business professionals to significantly increase their fee income whilst undertaking highly stimulating, varied assignments.

Every client is different and has unique requirements – one of the appeals of our work is the variety of the scope and the challenges associated with each business with which we work.



## WHAT ARE WE LOOKING FOR?

Commercial acumen sits at the top of the tree, whilst trust and absolute integrity are a must.

As well as having excellent business and communication skills, all Partners should be self-confident, enthusiastic and keen to develop their own business as an integral part of the Bluebox team.

Initial training will be provided along with ongoing support from our back office functions. We do expect high standards with solid foundations.





# **INVESTMENT AND REWARDS**

There is a small annual Licence Fee for Partners which covers the cost of your training and providing you with our proprietary diagnostic toolkits, systems, processes and methodologies. You will be able to access our CRM systems and global corporate finance research capabilities.

Your earnings potential is dependent on the effort that you put into your business. Application and commitment will be a key feature of your success. We would expect a Partner to have an earnings potential of over £150,000 in the first year.

# **WHAT WE OFFER**

PARTNER BENEFITS *	
Licence to use Bluebox's extensive systems, methodologies and processes	<b>✓</b>
Office Hot Desk and Meeting Room facilities in Central London	<b>✓</b>
Comprehensive training programme	<b>✓</b>
Access to a full range of Bluebox template documentation	✓
Access to our bespoke CRM System	✓
Access to world-class research tools	✓
Bluebox team support as required	✓
Client pitch support	✓
Report preparation support	✓
Legal right to use Bluebox Partner as a title	✓
Bluebox email address	<b>✓</b>
Presence on Bluebox website	<b>✓</b>
Invitation to attend to regular networking events	✓

# **NEXT STEPS...**

Please contact us if you are interested in discussing the Partner Programme in more detail. We will be pleased to have a 'one to one' meeting with you.

# **ADDRESS**

Bluebox Corporate Finance Floor 3 19A Cavendish Square London W1G 0PN

## **CONTACT**

Managing Director, Partner Programme

# **EMAIL**

partnerMD@blueboxcfg.com

# **TELEPHONE**

+44 (0)20 7015 2222

## **WEBSITE**

www.blueboxcfg.com

### **TERMS AND CONDITIONS - HIGHLIGHTS**

The full Licence Agreement will be made available following satisfactory conclusion of initial discussions between the applicant Partner and Bluebox Corporate Finance.

### LICENCE

Bluebox has developed specialist know-how and expertise ("IP") designed to assist business owners to achieve a successful sale of their business.

The Partner wishes to licence from Bluebox the right to provide Pre-Sale Planning and Corporate Finance services utilising the Bluebox IP and Bluebox name. Subject to receipt of the Licence Fees and Partner's agreement to the Fees Matrix, Bluebox will grant the Partner the right to provide the services and utilise the Bluebox IP and name for the term of the Agreement.

### **LICENCE & OTHER FEES**

An Initial Licence Fee shall be payable upon signing of the Licence Agreement followed by an Annual Fee payable upon each anniversary of the date of the agreement. A Fees Matrix will also set out any other fees payable by the Partners and will determine the allocation between the Partner and Bluebox of all fees earned from clients.

#### **TERM**

The Partner shall have the right to renew the Licence Agreement annually.

## **LICENSOR'S OBLIGATIONS**

Bluebox services provided to the Partner (some of which are subject to a Fees Matrix and resource availability) shall include:

- · Initial training
- Consultation and advice to assist the Partner in the provision of its services to clients
- · Bluebox email address & website presence
- · Comprehensive set of template documentation
- · Access to the Partner Portal of the Bluebox CRM system
- · Access to a corporate finance research database
- · Access to Bluebox hot desk and meeting room facilities
- Invitations to attend Bluebox social & networking events
- · Bluebox Partner Operations Manual

### **PARTNER OBLIGATIONS**

A Partner shall be obliged to:

- Conduct all business in accordance with the Agreement and the Manual
- · Utilise his/her own equipment and software
- · Carry out activities so as to maintain the reputation and integrity of Bluebox
- · Not do anything to cause Bluebox any disrepute
- · Maintain insurance against all normal and foreseeable risks
- · Pay the Licence Fees in a timely manner

#### **CLIENTS**

The Partner acknowledges that all client contracts shall be directly with Bluebox and all fees for work undertaken shall be invoiced by Bluebox. All fees received from Clients shall be apportioned to the Partner in accordance with a Fees Matrix and the appropriate amount paid within 10 working days of receipt of funds from client and subject to receipt of a valid invoice from the Partner.

### CONFIDENTIALITY

Bluebox and our clients are very sensitive to confidentiality. The Partner will sign a binding non-disclosure agreement with respect to Bluebox, all IP, systems & processes, and any information concerning Bluebox clients.

## **GOVERNING LAW AND VARIATION**

The agreement will be governed by English Law and the courts of England have exclusive jurisdiction.



