

Mercia backs seven-figure buy-out at environmental consultancy

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[Inteb](#), a Merseyside-based energy and sustainability consultancy whose clients include large corporates and real estate companies across the UK, has undergone a seven-figure management buyout backed by Mercia's SME Loans Fund.

The deal gives control of the business to a team led by the Managing Director, Tom Kelly, and including Commercial Director, Les Edwards, Operations Director, Natasha Edwards, and Sales and Marketing Director, Andrew Snowball. It allows the founder Colin Jones to realise his investment in the company though he will continue to provide strategic advice in the role of Non-Executive Chairman.

Inteb's team of surveyors, consultants and engineers advise on ways to improve sustainability, reduce energy costs, implement renewables and infrastructure projects, and comply with energy and environmental standards. Founded in 2004, the business now employs 33 staff at its base in Birkenhead and serves clients including AstraZeneca, American Golf, Royal London, Lloyd Webber Theatres, British Land, Bupa and the Royal Albert Hall.

Tom Kelly, Managing Director, said: "Colin has done a great job in setting up and building the business. The four of us in the management team have spent around 50 years between us working alongside him at Inteb and share his vision. We are honoured to be taking ownership of the company and look forward to continuing its success story."

Colin Jones, founder, added: "The buy-out marks a new chapter for Inteb. I am confident that the management team will continue to drive it forward with the same dedication and passion that has defined our success over the years."

Mike Rogers of Mercia said: “Inteb is one of the few companies that offers a full service, helping clients to reduce their energy use and environmental impact and also assisting with energy procurement to secure the most cost-effective rates. The company has a high-profile client base, a strong leadership team and is serving a growing market. The buy-out will secure the future of the business by enabling the current management to take it forward.”

Brian and Duncan McCann of Shareholder Strategies advised Inteb and supported the MBO process. Kieran Donovan of Napthens in Liverpool provided legal advice to the company while Tim Adcock of Mitchell Charlesworth provided tax advice.

Brian McCann of Shareholder Strategies added: “We have been working with Inteb for several years and guiding them through this transition has been a rewarding experience. We believe the company is well-positioned for future success under the new leadership structure and with the financial support from Mercia.”