

Atamis Achieves Over 200% ARR Growth in First 2 Years Post-Sale

Overview

Founded in 2009 by Nick James, Atamis started with spending analytics software for local governments, later expanding to offer a comprehensive suite of strategic sourcing solutions. Today, Atamis is a 100% SaaS solution on the Salesforce cloud, with five core modules enhancing procurement visibility and control. At the time of sale, Nick James was seeking a long-term partner to fuel Atamis' growth with significant opportunities in the government and private sector.

Outcome

Putting the right talent in place

Driven by the company's success post-sale, Nick James successfully transitioned out earlier than anticipated. This paved the way for Operations Manager Phil Musgrave to step into the role of CEO, a move that created continuity for the business and bolstered employee and customer confidence. They continue to facilitate career growth and attract the right people to the team with the assistance of Banyan's talent acquisition team.

Enhanced operational efficiency through data and processes

By leveraging Banyan shared services and back-end administration support, Atamis successfully streamlined its operations to enable a more agile response to market demands and free up resources for strategic initiatives.



"The assistance Banyan has provided with hiring the best talent and implementing sales and operational processes has enabled me to drive the business forward a lot quicker than I thought I would. This means we're recognizing more revenue sooner."

— Phil Musgrave | CEO, Atamis

Strengthening customer relationships and market expansion

The team secured a significant government contract with the added support and credibility from Banyan. They continue to maintain strong customer relationships by reinvesting in their core products while also introducing new solutions that solve for emerging challenges in the procurement industry.

Fostering a culture of excellence

Their dedication to fostering a positive workplace culture is evident through initiatives like achieving B-Corp certification and prioritizing employee training, ensuring a supportive and innovative environment for the future.



Vertical: Government & Private Sector

Country: UK

Acquisition Year: 2021

Owner Transition: 1-3 years

of Employees: 58



"I had two prerequisites in order to feel comfortable in stepping back: firstly, to find a permanent, stable business owner with objectives that aligned to mine, and secondly to strengthen my Senior Management Team to the point where their collective decision-making ability exceeded my own. I'm now completely confident that we have the platform for Atamis to expand its service delivery to support our existing clients and to expand into further markets."



Nick James

Founder, Atamis