



**BENCHMARK INTERNATIONAL SUCCESSFULLY FACILITATED  
THE SALE OF DEVICE ACCESS UK LTD TO IGES INSTITUT GMBH**



**SELLER**

**DEVICE ACCESS UK LTD.**

- Based in Hampshire, UK
- Niche consultancy company supporting medical device organisations across the world secure market access into the NHS
- Clients located in the UK, Europe and USA

Michael Branagan-Harris, CEO at Device Access, commented: **“I would recommend Benchmark International because of the time they spent in understanding my business and the confidence to actually go forward with what is a very niche business; to get to the position we are now was something I'd never really dreamed of. I think that had I not had the support of the team at Benchmark International with Jack and with Paul I just don't think I could have done it. They were absolutely brilliant along the way.”**

**BUYER**

**IGES INSTITUT**

- Based in Berlin, Germany
- Established in 1980 and is part of the IGES Group
- Research and consulting institution for health and infrastructure
- Conducted over 2,000 research and consulting projects since its establishment



IGES Director, Professor Bertram Häussler, said: **“Benchmark International presented as, more or less, an unbiased partner to us. They were very honest in giving information and this was very helpful. Benchmark International explained some aspects of the British business culture to us and also some technical requirements we have to meet, and this was very helpful because it's the first time that we have done business in the United Kingdom.”**

**ABOUT BENCHMARK INTERNATIONAL**

Benchmark International's global offices provide business owners in the middle market and lower middle market with creative, value-maximizing solutions for growing and exiting their businesses. To date, Benchmark International has handled engagements in excess of \$7B across various industries worldwide. With decades of global M&A experience, Benchmark International's deal teams, working from 14 offices across the world, have assisted hundreds of owners with achieving their personal objectives and ensuring the continued growth of their businesses.