

Transport tech firm 365 Response snaps up Flexiroute with BGF-backing

A transport tech firm in Yorkshire has snapped up a Redcar business amid moves to accelerate their services for more than 200 public and private organisations.

Wakefield-based 365 Response, a digital transport management and eProcurement software provider, has acquired Redcar-based transport technology solutions business Flexiroute after securing follow-on funding from its founders and growth capital investor, BGF.

The funding comes a year after BGF made an initial £3m investment into 365 Response, and brings together leading providers of Home-to-School and NHS transport software in the UK.

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Brendan Fatchett, CEO of 365 Response, said the acquisition will drive rapid improvements through the combination of the firms' technologies, which will benefit the 200-plus public and private sectors and private transport organisations they work with.

He said: "Acquiring Flexiroute is a huge step forward in the implementation of our long-term strategy to support the delivery of zero-carbon solutions for councils.

"This partnership supports our aim to be the single best provider of transport management solutions for the public and private sector.

"We are passionate about developing new solutions to better service the market and we are excited to be moving forward as

a larger group, with the whole Flexiroute team joining the 365 Response fold.

“We are completely committed to the Flexiroute team and their customers and are looking forward to working closely with them to drive true innovation and transformation in the sector.”

Lawrence Cocker, technical director at Flexiroute, said: “We are thrilled to be joining the 365 Response Group of companies and look forward to bringing together our technologies to create further advancements for our clients. We’re proud to be joining a motivated and caring team, who are dedicated to solving complex transport requirements, improving the lives of the most vulnerable people in our society.”

365 Response has grown rapidly since taking investment from BGF in September 2020, using the initial funding to support a rapid recruitment drive and to carry out further development of its Smart Transport platform.

In July the company also acquired meals-on-wheels software solutions business KL2 to grow the 365 Response Council customer footprint and expand the meal delivery service, courier and non-patient transport activity for the group.

Rob Johnson, an investor at BGF added: “As demand increases for 365 Response’s solutions, these acquisitions will allow the business to accelerate its already rapid expansion and support more organisations’ transport requirements.

“When we invested last year, we identified the opportunity to accelerate organic growth through complementary acquisitions and so it’s great to have been able to put more money to work to support the execution of two fantastic deals within 12 months of our initial investment.”

365 Response was advised by Addleshaw Goddard, led by Richard Hunt, Cameron Allwood and Shannon Hardcastle. BGF was advised by Squire Patton Boggs, led by Paul Mann and Josh Lodge.

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