

FUSE —
CAPITAL

CASE STUDY



2024

Meet Devtech

Founded in 2012 by Milovan Milic, Devtech is a digital innovation services company helping Fortune 1000 and emerging businesses transform, scale, and disrupt. Devtech partners with clients to envision, build, and deploy next-generation digital and cloud solutions that drive meaningful business outcomes.

Headquartered in the UK with a presence across the US and Europe (including Serbia, Bosnia, and North Macedonia), Devtech has a growing team of 240+ and a blue-chip customer base including Mimecast, AppRiver, and Dogado.

With proprietary platforms like their Cloud Migration Platform (live) and The Integrator (MVP), Devtech enhances its core services including R&D as a Service, Cloud Migration, Cloud-Native Transformation, and Ecosystem Enablement, while accelerating delivery and increasing margins.

12x ARR growth in 5 years (€1.2m → €15m)

120% customer retention

2.5% average net MRR churn

FY22 revenue: €11.3m (+54% YoY), with €0.5m EBITDA

FY23 revenue: €13.6m, driven by replacement of churned accounts with higher-value clients like Pax8

The Challenge

Despite strong growth and impressive client wins, Devtech faced several challenges:

- Limited cash runway and an inability to scale its existing debt facility
- A recent year of negative EBITDA following restructuring
- The company remained bootstrapped, and founders were seeking non-dilutive capital to accelerate growth before raising equity

During the funding process, Devtech also experienced the churn of a large client (Ingram Micro) due to internal changes at the client—not performance—creating short-term revenue pressure. While this was quickly offset by onboarding Pax8, it underscored the urgency for strategic growth funding.

The Search for the Right Funding

Devtech was seeking €5 million in growth capital, split across:

- €2 million to refinance existing facilities
- €3 million in growth funding to:
 - Scale its sales and marketing team
 - Expand and add new delivery centres across Europe and the US
 - Strengthen working capital reserves

Given its strong recurring revenue base and return to profitability, the company needed a lender that could move quickly and offer flexibility to support a high-growth, tech-enabled business.

Fuse Capital Steps In

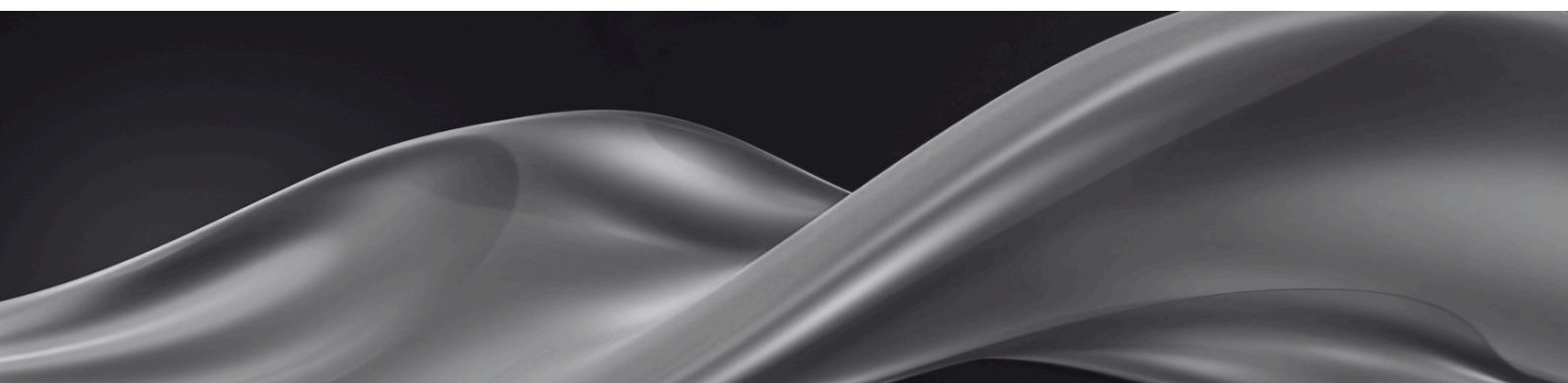
Devtech engaged Fuse Capital to lead the process and structure the right funding solution. With a deep understanding of the SaaS and digital services space—and experience with high-growth, recurring revenue businesses—Fuse stepped in as an extension of Devtech’s leadership team to source, structure, and negotiate the deal.

Our Approach

Fuse Capital ran a structured process from initial assessment to final close:

- Assessed financials, churn impact, ARR growth, and path to profitability
- Prepared the investment memorandum and financial model
- Engaged lenders, answered queries, and coordinated management meetings
- Shared a detailed project plan post-term sheet signing to align all parties
- Provided offer analysis and strategic recommendation
- Led final term sheet negotiation and closing process

Our dedicated team supported Devtech at every stage—working collaboratively to manage documentation, navigate challenges, and maintain momentum throughout the process. Our deep lender knowledge and execution experience helped ensure a smooth path to funding.



The Outcome

Deal Size: €5 million

Result: Non-dilutive capital secured to refinance existing debt and fuel expansion across Europe and the US.

Through our extensive lender network and deep market insight, we identified the right funding partner—one that not only offered flexible, relevant terms but also aligned with Devtech's strategic goals. Their ability to engage, adapt, and move quickly was instrumental in getting the deal over the line.

Looking Ahead

This partnership gives Devtech the runway to accelerate its growth agenda, scale delivery capacity, and further enhance its position as a trusted digital transformation partner to some of the world's most ambitious technology companies.

Planning your next phase of growth?

Talk to us about funding solutions that scale with your business, without giving up further equity.



Let's talk!



For more information or to discuss your funding needs, please contact us at:



www.fuse-capital.com



Enquiries@fuse-capital.com



210 Euston Road, NW1 2DA London,
United Kingdom

London | Amsterdam | Mumbai | Singapore