

FUSE —
CAPITAL

CASE STUDY

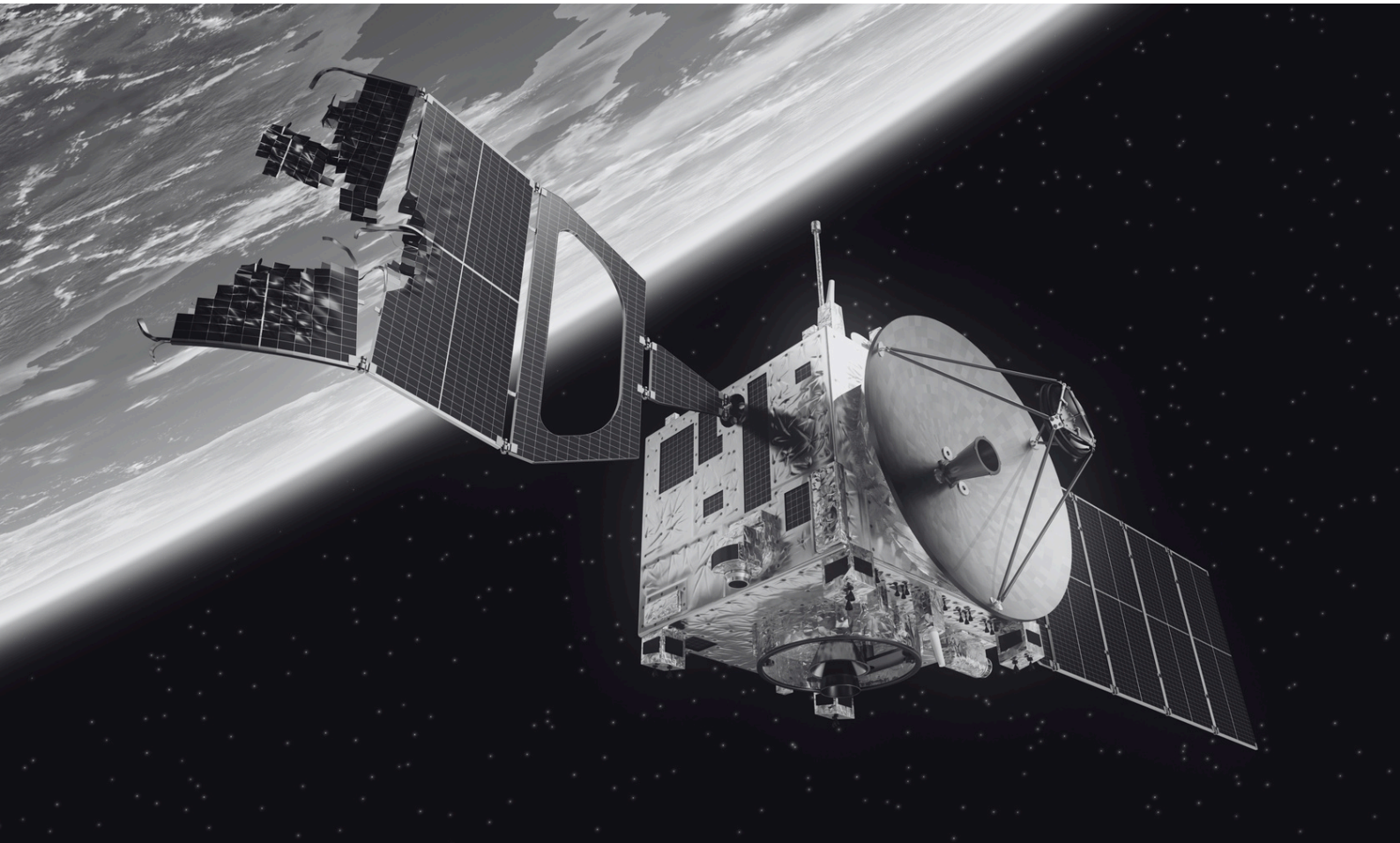


Rezatec

2023

Meet Rezatec

Rezatec is a high growth SpaceTech company that provides geospatial data analytics on a Data-as-a-Service basis. Subscribers to Rezatec's data product include companies operating in agribusiness, oil & energy, water, forestry, urban infrastructure, commodities and fast-moving consumer goods.



The Challenge

Rezatec provides geospatial data analytics to a worldwide customer base. Providing such a new and innovative product has a high operational cost, employing highly skilled staff, purchasing specialist instrument data and running powerful data processing hardware.

Providing their service on a recurring revenue subscription basis reduced upfront payment from clients resulting in an extended customer payback period.

Rezatec was looking for funding to bolster their cash runway during a high growth period to give them protection from economic instability, cost overruns and potential pivots while they grew internationally and expanded their client base.

In order to continue to fund their growth, they wanted to avoid diluting equity and control of the business until they had a greater revenue line and higher valuation. As a high growth business, bank finance was also unsuitable.

The Solution

After Rezatec completed Fuse Capital's data request an investment memorandum was produced and presented to the private debt market. "Fuse Capital went the extra mile in putting together our investment memorandum. The result was a highly detailed, realistic and marketable proposition" In total four debt funds issued term sheets. Rezatec secured a venture debt facility that provided the company with three times the amount it originally asked.

The entire process took six weeks.

Fuse Capital Steps In

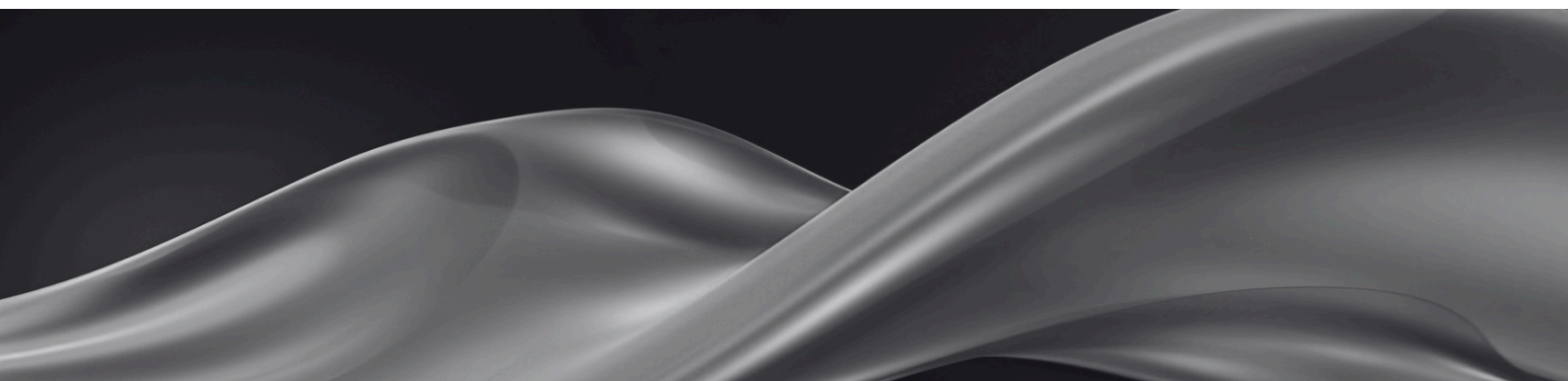
Devtech engaged Fuse Capital to lead the process and structure the right funding solution. With a deep understanding of the SaaS and digital services space—and experience with high-growth, recurring revenue businesses—Fuse stepped in as an extension of Devtech’s leadership team to source, structure,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

Fuse Capital worked with Rezatec to deliver a venture debt solution that secured 3x more funding than they had originally been seeking.

They received multiple venture debt term sheets from multiple funds, exceeded funding expectation with flexible terms suited to a high-growth business, and closed the deal quickly.

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When running an early stage, yet high growth tech business, it's a given that you'll encounter swings and roundabouts along the way. So venture debt's terms, which are covenant lite, and includes warrants to incentivise the lender is right solution for companies like ours.

Patrick Newton

CFO, Rezatec

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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:



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