



FSP completes data specialist acquisition to supercharge Data & AI offering

FSP, the high-growth enterprise transformation consultancy, has acquired data consultancy specialist, Intuita Consulting, significantly strengthening its Data & AI capabilities to deliver greater value to its expanding customer portfolio.

The combined business will generate annual revenues in excess of £50m from day one and employ more than 450 specialists delivering expertise in data, AI, cyber security and cloud services across the UK, Spain, Croatia and India, cementing FSP's position as a leading UK transformation consultancy.

Established in 2011 and headquartered in Newbury, Intuita is a specialist data consultancy of 90 experts dedicated to helping organisations maximise the value of their data.

The consultancy provides a complete range of services across discovery, data strategy, management & culture, data engineering, analytics & machine learning and AI and applications, with recognised expertise in modern platform delivery, complex migrations, data quality and the adoption of AI to improve decision-making.

The acquisition will significantly elevate FSP's specific capabilities in Data & AI, creating a consolidated team of approximately 140 experts capable of delivering sophisticated Data & AI solutions at scale for large, blue-chip companies and public sector organisations.

The move accelerates FSP's strong growth trajectory and forms part of the business's long-term strategy to be a leader in enterprise transformation, combining digital, data, cloud and cyber security expertise, with strong credentials in secure, regulated industries.

FSP recorded revenues of £38.5m and EBITDA of £11.5m in its latest accounts (year ending 31st December 2024), up from £31.5m and £9.0m respectively in the previous year and more than tripling both metrics since FY21. The business is expected to report another strong growth year for FY25 and was recently recognised as the Best-Performing Company in IT Consulting by Megabuyte.

Intuita's management team, led by CEO Andy Leach, will take senior leadership roles at FSP and the acquisition marks a planned exit for Intuita's founders.

FSP is backed by CBPE Capital and LDC.

Simon Grosse, CEO of FSP, said: "This is a gamechanger. It elevates us to a unique position in the market in terms of the scale and depth of our AI and data capabilities and marks a critical next step on our growth journey.

"We've long admired what Andy and the team have built at Intuita. Both businesses lead with deep consultancy expertise, focusing on both advisory services, organisational change as well as the delivery of future proofed technology solutions.



“This acquisition makes strategic sense and positions us to move faster, deliver greater value and be more agile, which is vital in the markets we serve.”

Andy Leach, CEO of Intuita, said: “FSP has progressed from a more focused transformation and cloud business into a broader consultancy with meaningful depth across cyber security, data and AI. The capability our team brings strengthens that platform and establishes the combined organisation as the leading force in the market.

“A real differentiator is the alignment in culture and ambition. Both organisations move decisively, prioritise innovation and share a clear belief in the value data and AI can unlock for clients and for our people. Bringing the two businesses together creates a rare opportunity to build something genuinely distinctive, and I am confident this next chapter will inspire our teams and set a new benchmark for the industry.”

Jolyon Latimer, Partner at CBPE Capital, said: “We are delighted to support Simon and the broader FSP team in the acquisition of Intuita Consulting and in welcoming Andy and his team to the business. This investment is an important milestone in FSP’s continuous evolution and strategic growth plan. Intuita significantly enhances FSP’s Data and AI proposition.”

FSP was advised by BDO LLP (Financial and Tax), Broadfield Law UK LLP (Legal), Grant Thornton (Tax Structuring) and GCS Insight LLP (Customer Referencing).

Intuita was advised by James Cowper Keston LLP (Corporate Finance) and Freeths LLP (Legal).

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About FSP Consulting Services

FSP is a leading enterprise transformation consultancy dedicated to helping organisations solve their most complex challenges and realise the potential of technology. With deep expertise across data, AI, cyber security and cloud solutions, FSP combines board level advisory services with strong consulting and technical delivery capabilities. FSP partners with client organisations across a range of commercial, central government and defence sectors.

Founded in 2012 and private equity backed since 2020 the current primary backers are CBPE Capital. Operating across the UK, Spain and India, FSP has an award-winning, people-first culture, recognised as an accredited World Class workplace, alongside multiple #1 ranked Best Company accolades.

About Intuita Consulting

Intuita is a specialist data consultancy, that enables organisations to unlock the full value of their data. Spanning advisory, governance, engineering, analytics and AI, Intuita modernises platforms, strengthens data quality and builds the capabilities organisations need to make faster, more confident decisions.

Founded in 2011, Intuita blends UK expertise with nearshore and offshore capability across Croatia and India to deliver scalable, future-proof solutions. Intuita is a trusted partner to leading enterprise



organisations delivering critical data programmes across the telecommunications, utilities, retail, technology and supply chain sectors.

About CBPE

CBPE is a leading UK private equity firm which pursues a disciplined and consistent investment strategy, targeting buy-outs and development capital investments in UK-headquartered businesses with enterprise values up to £175 million. Since 2008, CBPE has made over 40 investments across four funds.

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