

# QiO Technologies choose Isosceles to support their upscale

*“Isosceles is an integral part of QiO’s journey, from our basic finance needs to accounting, payroll and tax activities in six countries, they provide outstanding responsiveness and teamwork to meet our needs.”*

**Baz Khuti, Founder and CEO, QiO Technologies**

## The Need

The CEO of QiO had successfully established the business with finance support on an ad-hoc basis, but he now needed a more robust and sustainable finance function to help him to formalise the company structure and upscale.

## Why Isosceles?

- Isosceles came highly recommended by QiO’s tax advisers
- They have a positive track record supporting entrepreneurial technology businesses through scale-up
- They have experience of establishing overseas subsidiary companies
- Their service can be turned up or turned down as business requirements change

## Isosceles’ Role

- Provision of QiO’s finance function, including Finance Director, for the whole QiO group
- Formalise the company - set up subsidiaries in the US, India, Germany and Singapore and a branch in Canada
- Establish best practice processes, procedures and reporting
- Establish a transfer pricing policy for subsidiary companies
- Help QiO write their 3-year plan
- Implement accurate and robust forecasting models that ensure QiO effectively manage cashflow
- Work closely with Sales, and QiO customers, to review and agree all contracts
- Oversee all day-to-day processing and reporting across the group of companies and oversee all local filings and local compliance

## The Result

QiO have an efficient and effective finance function, with strong controls which adds value to the business. Isosceles have successfully supported them through rapid growth which saw a 14x increase in revenues in 12 months. QiO have gained a trusted partner, and a critical friend with strong commercial and business acumen.



## Client Profile

[QiO Technologies](#) is a leading global software company focused on accelerating the adoption of Industry 4.0. Teaming with clients to rapidly design, develop, and deploy advanced analytics and applications, based on open-source technologies, that liberate the engineer to improve operational integrity and unleash new business opportunities.

QiO’s Head Office is in Farnborough, UK. They are also located in the US, India, Germany, Singapore, and Canada

QiO recently earned the designation [Gartner Cool Vendor 2017](#) who believe that “QiO’s coolness is a factor of blending IoT analytics, edge computing and a broad view of increasing transparency to model operational performance.”

*“I am proud to have been QiO’s FD. Their technology is truly leading the way and the future of the group is very exciting.”*

**Dave Eaton, Client Finance Director, Isosceles**