

Case study: Armour Communications makes the jump from governments to corporations

BOOST&Co specialises in providing non-dilutive venture-debt loans to fast-growing scale-ups. Armour Communications, founded in 2015, is a specialist in mobile data security and compliance, offering businesses government-grade encryption for secure communications across voice calls, messaging, video and data-sharing.

In December 2019, BOOST&Co provided Armour Communications with a growth capital loan of £2m to invest in its sales, marketing and business development, to support the business in targeting private and commercial organisations.

High-level technology is essential post-GDPR

Armour's technology was originally developed for government and public sector organisations, but with data protection and secure communications at the forefront of businesses' processes since the introduction of GDPR, the company is now making its expertise available to the private and commercial sector.

The high quality of Armour's technology has brought the company a variety of data security accreditations (FIPS, NATO and NCSC CPA), which enabled it to be used operationally to protect secret military and intelligence communications, giving the business real potency as it has commercialised its offering for the corporate market.

Historically, Armour has relied on internal cash generation and organic growth to fund development, so the loan from BOOST&Co is an important milestone, as Armour has chosen to work with an external lender for the first time.

The funding process

Streamlined and swift

- Armour prepared a **clear business plan** containing detailed forecasts
- BOOST&Co formulated queries and **gained clarification** where required
- The funding process was **clearly articulated** by BOOST&Co
- **Due diligence** was scheduled promptly and carried out swiftly
- Armour was **kept informed** of key timings throughout

Success story

Facts and figures

20 new staff funded

100% revenue increase in 2019

FIPS, NATO and CPA data security accreditations attached to the company's government-grade technology

BOOST&Co and Armour

The perfect fit

Kimberly Martin *Principal, BOOST&Co*

“ Armour Communications is a fantastic example of a small business that has carved out a space for itself in the secure technology sector and is competing with established brands.”

David Holman *Director and founder, Armour*

“ This loan will enable us to fast-track innovative new developments to our family of products. We can also move ahead with plans to recruit so that we can significantly increase our market presence.”

Get in touch

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