



SEARCH ACUMEN MEDIA KIT
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CONTENTS

ABOUT SEARCH ACUMEN 2

KEY FACTS..... 3

SEARCH ACUMEN’S FORESITE PLATFORM..... 4

SEARCH ACUMEN’S LEADERSHIP TEAM..... 5

TESTIMONIALS 7

ABOUT SEARCH ACUMEN

Search Acumen is a property data insight and technology provider to conveyancers, solicitors and commercial property lawyers across the UK. Since taking its first order in October 2013, it has become the data supplier of choice for many leading residential and commercial firms.

The business is dedicated to transforming the information processes to enhance and accelerate the practice of property law by delivering organised and prioritised property data. Search Acumen's growth and success rests on working with data owners to understand, shape and deliver datasets that are essential and insightful for the next generation of property lawyers.

Search Acumen's leadership team pioneered the original concept of property searches and built an entire industry in the process. Today it provides legal professionals with digital access to over 20 layers of essential property data on-demand and works closely with HM Land Registry and other forward-thinking organisations to revolutionise the experience of buying and selling property. Managing Director Andrew Lloyd is a founding member and board director of the UK PropTech Association and featured prominently in LendInvests' most recent Top 25 PropTech Influencers.

KEY FACTS

- Search Acumen was established in 2013, taking its first order in October 2013
- Since formation, Search Acumen has witnessed its annual turnover grow to £15m, boosted by five consecutive years of growth in clients, sales, revenue and personnel
- Search Acumen provides Conveyancers and Commercial Real Estate Lawyers with a quarter of a million property searches each year
- The company's rise has been fuelled by harnessing new technology and property data to transform the legal due diligence process for property transactions
- In 2017, Search Acumen launched the industry's first integrated due diligence data platform. ForeSite provides Commercial Real Estate Lawyers with upfront information earlier on in the transaction process – removing uncertainty from transactions
- To date, Search Acumen has integrated over 20 layers of essential property data into its ForeSite platform
- Search Acumen has spearheaded a number of industry innovations to benefit clients and their customers, including:
 - Building the first digital portfolio management tool, allowing multiple commercial property transactions to be managed simultaneously
 - Becoming the first provider to unlock HM Land Registry (HMLR) datasets for clients including commercial title ownership, planning applications and the National Spatial Dataset
 - Collaborating with HMLR to process the first ever instant online search via the digital Local Land Charges (LLC) Register as part of its roll-out across England and Wales

FORESITE BY SEARCH ACUMEN

ForeSite is the UK's first integrated due diligence platform for managing property data that underpins transactions. It provides Commercial Real Estate Lawyers with upfront information earlier on in the transaction process – enabling them to save time, make faster risk assessments and act earlier on behalf of clients.

To date, Search Acumen has integrated over 50 data layers of essential property data digitally into its ForeSite platform, which are removing uncertainty from property and land transactions earlier on.

SEARCH ACUMEN'S LEADERSHIP TEAM

Search Acumen is owner managed by its founders, Mark Riddick, Andrew Lloyd and Andy Sommerville who share over 80 years of industry knowledge and experience. Led by Mark, the executive team previously founded the original personal search agency and built the first online search provider to become the market leader with an annual turnover of £150m. They were also involved in founding the major property search industry trade organisation, The Council of Property Search Organisations (CoPSO).

Mark Riddick, Chairman

Mark is the Chairman of Search Acumen. His achievements as an entrepreneur and investor include pioneering the personal search industry in 1983 and growing the resulting business, SearchFlow, to a turnover of £150m by the time he sold it in 2006.

Mark's vision transformed the way that legal practitioners access land and property data, earning him recognition as 'Entrepreneur of the Year' for 2003 in the National Business Awards. He established Search Acumen to combine his 35 years of industry know-how with the latest technologies to revolutionise the market he created.

As well as guiding Search Acumen's business journey, Mark is also an Advisory Partner at Rockpool Investments, Chair of Profile Financial Solutions, and CEO of Highbank House Ltd. He holds a BSc from Aston University in Philosophy and Psychology of Communication.

Andrew Lloyd, Managing Director

Andrew is Search Acumen's Managing Director and has over 20 years' experience in the online property data sector, with a keen focus on using technology applications and infrastructure to optimise and empower businesses to improve their performance.

A founding member and Director of the UK PropTech Association, Andrew is a prominent figure within the UK's PropTech industry, regularly speaking at industry events and sharing his views and insights on the development of the sector.

His leadership, management and technical skills are fundamental to Search Acumen's use of the latest advances in technology and digital infrastructure to transform the due diligence process in property transactions.

Andrew studied Geotechnical Engineering at the University of Portsmouth and has an MSc from the University of Surrey in geotechnical engineering. Having begun his career as a Senior Geotechnical Engineer, he became Operations Manager, Managing Director and finally Chief Operating Officer at SearchFlow and Decision Insight Information Group, before reuniting with Mark Riddick and Andy Sommerville to launch Search Acumen.

Andy Sommerville, Director

Andy is Director of Search Acumen with responsibility for client and service management. His 35 years of experience in property searches spans both public and private sectors, giving him an expertise in search management, product development, relationship building and high-quality customer service – all essential to the Search Acumen experience.

Andy's focus is on ensuring its service is backed up with a level of support that goes beyond that which the customer can expect to find in the market. Andy understands the challenges and opportunities facing Conveyancers and Commercial Real Estate Lawyers at a time of digital disruption. This includes understanding lawyers' fears around implementing emerging technologies and develops solutions to ensure that Search Acumen delivers the most effective results that support their businesses in the best way possible.

Andy has previously held roles alongside Mark and Andrew as Product and Service Development Director and Client Relationship Director at SearchFlow. He began his career as Local Land Charge Officer at the Greater London Council before joining Mark to become Director of PSA.

Christian Woodhouse, Head of Data and Strategic Products

Christian is Search Acumen's Head of Data and Strategic Products, with over 16 years' experience in mapping and geospatial data. He has a track record of delivering strategic new solutions for Commercial Real Estate lawyers.

Christian sees the future of property data significantly changing with the revolution of blockchain and smart contracts. He has been involved the British Property Federation's official Call for Evidence on property data reforms and is in regular, close discussion with HMLR on various initiatives.

Christian has spearheaded Search Acumen's participation in the blockchain project, Instant Property Network Coadjute (as the only geospatial data provider). In April 2019, Search Acumen participated in the world's first global trial which demonstrated how the current average property transaction process of 3 months can be accelerated to only 3 weeks using blockchain. For more information, see <https://marketplace.r3.com/solutions/instant-property-network>.

Caroline Robinson, Commercial Real Estate Business Development Manager

Caroline joined Search Acumen in 2015 to lead the firm's expansion into the commercial property market. She has over 10 years of experience working closely with the UK's leading commercial property law firms, with an unrivalled knowledge of the industry and significant experience in identifying clients' needs and translating this into innovative solutions that enhance their business process.

Caroline joined Search Acumen from Argyll – part of the Landmark Information Group – supporting many of the top 100 commercial law firms including Berwin Cave Leighton Paisner, Trowers & Hamlin and Clifford Chance.

TESTIMONIALS

Jonathan Achampong, Partner at Wedlake Bell LLP and Conveyancer of the Year 2018, comments:

“Search Acumen’s ForeSite platform is a clever combination of technology and rich property data. It fuels due diligence with up-front information allowing us to make informed decisions on behalf of our clients, swiftly. It’s refreshing to see technological innovation in the market.”

Julian Sampson, Partner, Lending and Real Estate at TWM Solicitors LLP, comments:

“Search Acumen have been relentless in their professionalism, service and innovation since we first engaged. They have regularly supported our initiatives, led the market with their own, and as partners we can rely on them to do their job and allow us to succeed at ours.”

Gareth Brooks, Partner at RMNJ Solicitors, comments:

“Search Acumen bring great value to us at RMNJ. Its understanding of the way the market is evolving, combined with the willingness to listen to our needs and ideas, and has created an invaluable partnership.”