

A Volaris Group Case Study:
Succession & Exit Planning at
Wellington Computer Systems Ltd.

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We liked how Volaris used a long-term lens in their approach, setting the company up for sustainable success.

-Alex Dunne, Co-Founder of Wellington Software


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In the early 80's, former software developers Alex Dunne & Kevin Taylor launched Wellington Computer Systems Ltd., serving the beverage industry with a comprehensive ERP solution.




After 30 years of successful growth and expansion into the financial services vertical, Dunne & Taylor began thinking about retirement and succession planning.

A close-up photograph of a hand holding a red arrow pointing upwards and to the right. The arrow is drawn with a thick red marker and has a jagged, step-like path. The hand is positioned in the lower right quadrant of the frame, with the index finger pointing towards the tip of the arrow. The background is a blurred, light-colored surface, possibly a wall or a piece of paper. A semi-transparent white horizontal band is overlaid across the middle of the image, containing the text.

As Dunne & Taylor had considerable concern for the well-being of Wellington's customers and employees, they wanted their company to remain a viable operation long after their retirement.

A photograph of two men in business suits sitting at a table, looking at documents. The man on the left is wearing glasses and holding a pen. The man on the right is also holding a pen. A glass of water is on the table. The background is a bright window with a view of a city.

In preparation for retirement, they began assembling an executive team who would assume leadership responsibilities and ensure the company's long-term viability.




After assembling a management team, Dunne & Taylor realized their initial plan for a management buy-out was too complex to implement.

What's
next ?



Dunne & Taylor felt trapped with no clear solution. Without a succession and exit plan in place, Dunne was open to Wellington becoming part of Volaris Group.



As a buy-and-hold acquirer of vertical market software businesses, Volaris offers continuity, as well as a safe and permanent home.



Unlike private equity firms, Volaris holds its companies indefinitely, offering stability to Wellington's employees and customers, as well as positioning Wellington for long-term success.

QUESTIONS

ANSWERS

Dunne & Taylor immediately saw the benefits of joining Volaris. Sharing best practices and key benchmarks with Wellington's management team helps ensure a smooth transition as Dunne and Taylor hand over the reigns and prepare for retirement.

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At the end of the day, Volaris did everything they said they would and everybody thinks of the sale positively.

-Alex Dunne, Co-Founder of Wellington Software

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A close-up photograph of a person's hands holding an open book. The person is wearing a purple long-sleeved shirt. The book is open, and the pages are white. The background is a wooden surface. A semi-transparent white banner is overlaid across the middle of the image, containing text.

To read Wellington's full case study, click [here](#).



At Volaris we're obsessed with understanding best practices that can turn a good business into a great one.

Visit [our blog](#) to learn more.

