

Case Study

Overview

Kao Data has built, owns and operates one of the most advanced (15-acre) data centre campuses in the UK, built on the site of Sir Charles Kao's pioneering discovery of the fibre optic cable. Goldacre Ventures and Legal & General invested in Kao Data to support a burgeoning data centre ecosystem, and required a new CEO to drive the success of the success of this investment but also the acquisition and build of new sites across the UK.

Our Approach

Seeking an ambitious CEO with experience of scaling organisations rapidly, through both organic and inorganic means, a leader with proven experience of partnering with investors was key. Equally, the need for an experienced leader with demonstrable growth & transformation experience was critical, as-well-as a sophisticated approach to go-to-market development, able to work with a wide range of stakeholders.

The Challenges

With Kao Data being early in its infancy, the challenge was in communicating the vision of scale, and securing a leader with experience of managing something much bigger, interested in the scale up and build journey.

The Outcome

Appointing Lee Myall, previously the Chief Commercial Officer at Epsilon, Kao Data has gone from strength to strength, securing additional funding of £130m from Infratil, expanding its data centre footprint to include a 16 Megawatt (MW), carrier-neutral data centre in West London.

"Odgers took great care to understand the range of views across the Board and build a candidate list that allowed us to gradually build a consensus. Their patience delivered a first-rate shortlist and ultimately a great result. I'd highly recommend them for any senior hire"

- Craig Wilson, Chair, Kao Data

"The Technology team at Odgers executed this search at pace and with an excellent outcome. We are very happy with the results of this search, and the thinking the team brought to challenge our assumptions. They are an excellent partner."

- Matt Harris, Managing Director, Goldacre Ventures