Telecom Acquisitions Limited to explore 2027 expansion into B2B Telecoms, MSP and mobile markets

Tuesday 10 November, 2026

Horsham, West Sussex, November 10th 2026. Telecom Acquisitions Limited (TAL) today announced that it is exploring opportunities to expand into the business-to-business (B2B) market in 2027, with a focus on telecoms, managed service providers (MSPs) and mobile services.

TAL's own research indicates that many B2B businesses with an annual turnover of between £500,000 and £2 million have loyal customers and a strong reputation for personal service, but lack the capital and resources needed to scale. TAL aims to support these businesses through acquisition and investment, backed by full back-office support, helping them grow while protecting the service quality their customers value.

Over the past five years, TAL has grown to serve approximately 80,000 customers and is projecting turnover of £34 million in 2027. Its leadership team brings extensive B2B experience, including senior roles at its own MSP, Global 4.

“Smaller telecoms and MSP businesses often do an outstanding job for their customers, but they are held back by a lack of investment and back-office support, from HR and recruitment to marketing,” said Nigel Barnett, CEO of Telecom Acquisitions Limited. “We want to give them the backing to grow while keeping what makes them special. Ideally, the founders would stay with the business and continue to build on all their hard work.”

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About Telecom Acquisitions Limited

Telecom Acquisitions Limited is a holding company for a portfolio of well-known brands, including Home Telecom, Fleur Telecom and Eclipse Broadband. The company has completed 17 acquisitions in recent years and expects to complete two more before the end of 2026. TAL's directors all come from the B2B industry and have direct relationships with all the major telecoms suppliers and alternative network providers (altnets), enabling the group to supply the full range of services that MSPs require.

For further information contact Nigel Barnett nigel.barnett@tal1.co.uk

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Scan Me:

Company Contact:

Frontline Agencies Limited

T. +447712781106
E. nigelsergent@btconnect.com

Additional Contact(s):
Amanda Sergent

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