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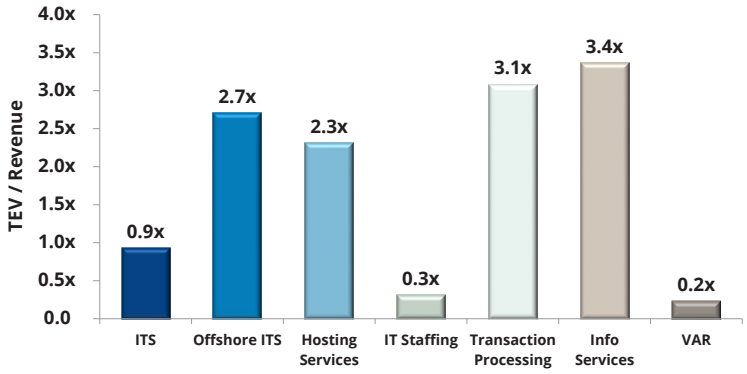
Tech-Enabled Services Monthly
February 2015

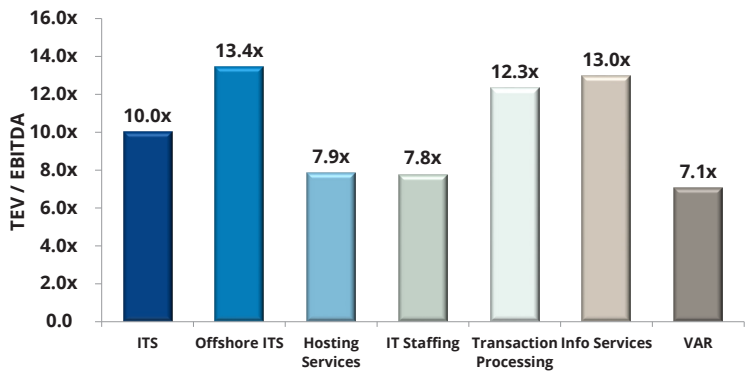
Tech-Enabled Services Headline Transactions

	Target	Acquirer	Acquisition Synopsis
IT Staffing	Networkers International PLC	Matchtech Group plc	• Networkers International PLC sources, recruits, and supplies IT personnel across various industries in the United Kingdom and internationally • Matchtech Group announced its intent to acquire Networkers International for $99 million (0.4x TEV / LTM Rev.; 9.1x TEV / LTM EBITDA) to expand its geographic footprint and strengthen its IT specialty
Man. Svs.	Nimbo	EQUINIX	• Nimbo Technologies specializes in migrating business applications to the cloud with extensive experience moving legacy applications into a hybrid cloud architecture • Equinix acquired Nimbo, a certified AWS and MSFT Azure partner, to help customers leverage Equinix's cloud-density and Cloud Exchange products; Nimbo generated less than $10 million revenue in 2014
ITS	ORION Systems Integrators	POTOMAC EQUITY PARTNERS	• Orion Systems Integrators provides IT services and systems integration services, such as program management, solution architecture, implementation and Oracle, MSFT and SAP solutions • Potomac Equity Partners invested in Orion Systems to augment its portfolio of technology companies and provide capital to enable the Company to capitalize on the adoption of cloud-based solutions
Man. Svs.	Velocity Network Solutions	calnet Technology Group	• Velocity Network Solutions offers managed IT services that range from help desk support to strategic guidance to offsite backup and disaster recovery • Cal Net acquired Velocity Network Solutions to strengthen its market position on the West Coast and bolster its service offering through Velocity's managed services portfolio
Man. Svs.	RADIANT Technologies	SBS GROUP	• Radiant Technologies provides ERP services including implementations and training, system maintenance, development and integration and support services for MSFT and SAP solutions • Signature Business Systems, a provider of business management systems and ERP and infrastructure services, acquired Radiant Technologies to strengthen its ERP services portfolio

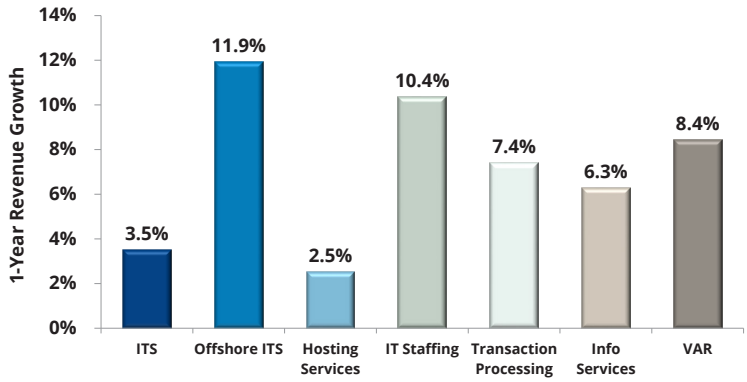
TEV / Revenue



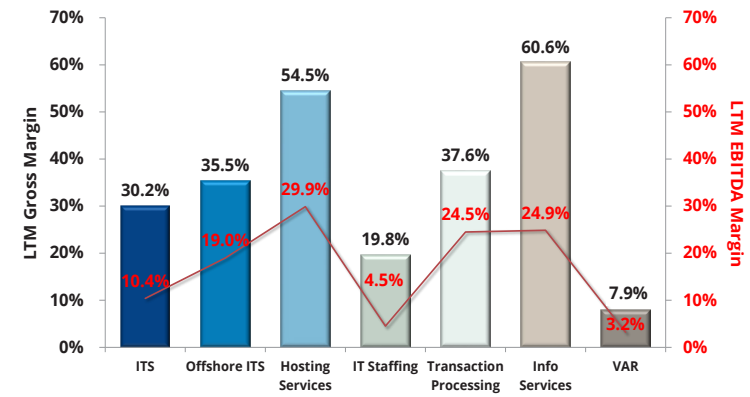
TEV / EBITDA



1-Year Revenue Growth

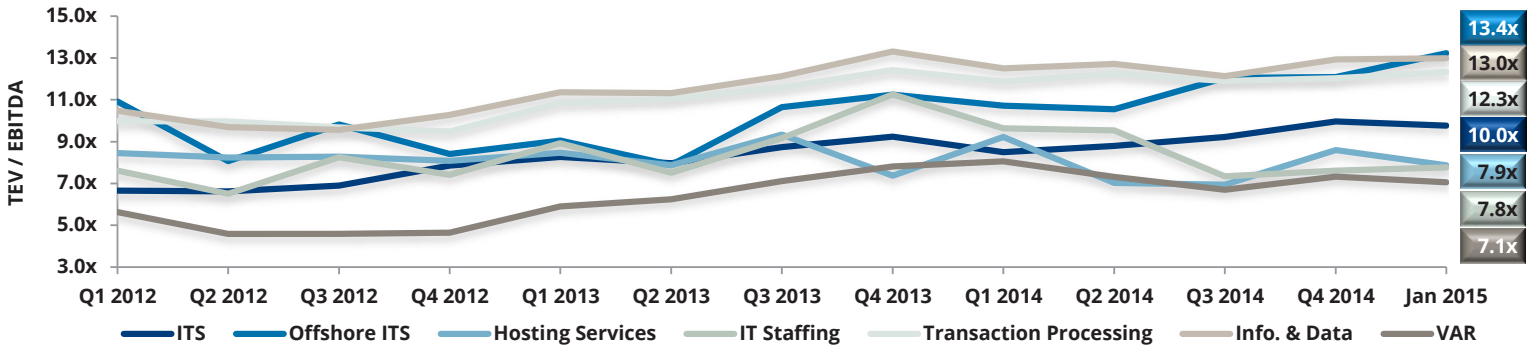


LTM Gross & EBITDA Margins



Note: EBITDA Margins in red

TEV / EBITDA Multiples Over Time



Select Tech-Enabled Services Transactions Announced in January 2015

Annc. Date	Sector	Acquirer	Target	Description	Enterprise Value	Comments
01/20/15	IT Services	Bedroc, Inc.	OneSource Computing, Inc.	Offers IT consulting and security services	NA	Bedroc acquired OneSource Computing to expand its security resources and scale its operations to better serve clients
01/20/15	Hosting Services	Datapipe, Inc.	GoGrid, LLC	Provides cloud computing and Infrastructure-as-a-Service for businesses around the world	NA	Datapipe acquired GoGrid as part of a strategic initiative to enable enterprise clients to better architect, deploy and manage multi-cloud hybrid IT solutions
01/20/15	Managed Services	The Aldridge Company, Inc.	TWIST Solutions LP	Provides managed IT and cloud services to small to mid-sized businesses/organizations	NA	Aldridge acquired TWIST Solutions to quickly scale its operations and better serve the SME market
01/14/15	IT Staffing	RGF Staffing Melbourne One Pty Ltd.	Peoplebank Australia Ltd.	Specializes in the permanent and contract placement of information and communications technology professionals	$56.0	RFG Staffing agreed to acquire Peoplebank Australia as part of its global growth strategy and to expand its operations to Australia
01/13/15	Hosting Services	KPMG Oy Ab	Trusteq Oy	Designs and builds solutions for identity and access management worldwide	NA	KPMG acquired Trusteq Oy to strenghten its IT security services capabilities in Finland; this is KPMG's third recent IT security acquisition following Quibera and P3 Consulting
01/09/15	IT Services	SMS Systems Maintenance Services, Inc.	Prob-Solve Group Limited	Provides managed IT support and solutions	NA	SMS Systems Maintenance Services, a portfolio company of Thomas H. Lee Partners and Summit Partners, acquired Prob-Solve Group to deepen its presence in the European market
01/05/15	IT Services	Softto Co., Ltd.	Teamax Technology Group	Offers research, development, and system integration services for software platforms in urban management, public security, and traffic and transportation sectors	$662.2	Softto signed an agreement to acquire Teamax Technology Group to bolster its system integration capabilities

Notes: USD in millions
Source: Capital IQ, Company SEC Filings, industry research and TM Capital estimates

Select TM Capital Tech-Enabled Services Experience

acxiom has divested 2TOUCH to PARSEQ

Xpanxion software • done right has been acquired by UST Global

GLASSHOUSE has divested certain assets to SIGNATURE TECHNOLOGY GROUP Delivering Legendary Service

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