# **Technology Monthly**

July 2018

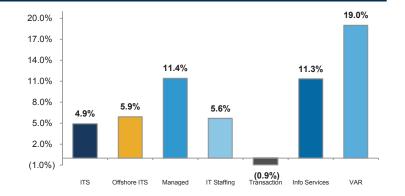


### **Technology Headline Transactions**

	Target	Acquirer	Acquisition Synopsis
IT Staffing	meridian problem solved.	CONSULTING SOLUTIONS INTERNATIONAL	<ul> <li>Consulting Solutions International (Backed by White Wolf Capital), an IT consulting and recruiting company, acquired Meridian, a provider of staffing and consulting services</li> <li>Meridian has a state of the art recruiting center that will expand CSI's range of competitively priced, high-volume IT resources and services</li> </ul>
IT Services	USTGlobal® broader - Information - Trohestory	TEMASEK	<ul> <li>Temasek, a global investment company, acquired a minority stake in UST Global, a provider of an end-to-end solutions platform including digital customer engagement, data analytics, and cloud consulting</li> <li>This investment expands UST's client opportunities in SE Asia and allows the company to embark more aggressively on inorganic growth initiatives</li> </ul>
IT Services	H&D 🛂 International Group	HCL	<ul> <li>HCL Technologies Limited (NSEI: HCLTECH) agreed to acquire Honigsberg &amp; Duvel GmBH, an IT services provider in the German automotive industry specializing in infrastructure, application &amp; engineering services, and customer-specific product development</li> <li>HCL Technologies is a provider of an integrated portfolio of technology products, solutions, and services</li> <li>This acquisition establishes HCL's German front-office and delivery capabilities</li> </ul>
IT Services	The NAV People	FPE	<ul> <li>FPE Capital, a growth PE investor, completed an investment in TNP, a value-added reseller of Microsoft Dynamics NAV enterprise resource planning software</li> <li>This investment allows TNP to draw from FPE's expertise in enterprise software and will help drive the company into its next stage of growth</li> </ul>
IT Services	aasonn'	RZNS	<ul> <li>Rizing (Backed by One Equity Partners), a provider of SAP functional &amp; technical services, acquired Aasonn, a SAP SuccessFactors Professional Services firm</li> <li>This acquisition marks the beginning of Rizing's aggressive inorganic growth strategy with its investment partner, One Equity, and enhances its S/4HANA, Leonard, and Cloud solutions, making it the largest SAP SuccessFactors consultancy</li> </ul>
Managed Services	EzeCastle INTEGRATION:	H. I. G.	<ul> <li>H.I.G. Capital, a global PE investment firm, completed a significant investment in Eze Castle Integration, a provider of managed services and cloud solutions for the financial industry</li> <li>This investment will support the company's next phase of product innovation and global expansion</li> </ul>
VAR	(ISM)	SWK	<ul> <li>SWK Technologies, a provider of Sage solutions and IT consulting services, acquired Information Systems Management, a reseller of ERP, CRM, and other solutions along with implementation and training courses</li> <li>This acquisition will bolster SWK's technical infrastructure and array of business apllications, as well as its geographical footprint</li> </ul>

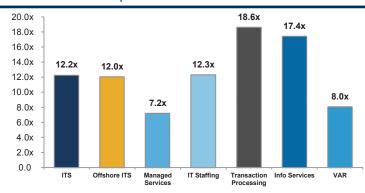
#### Enterprise Value / LTM Revenue

#### 4.0x 3.4x 3.5x 3.1x 3.0x 2.4x 2.5x 1.8x 2.0x 1.2x 1.5x 1.0x 0.4x 0.3x 0.5x 0.0

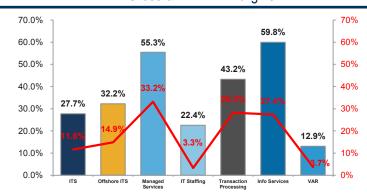


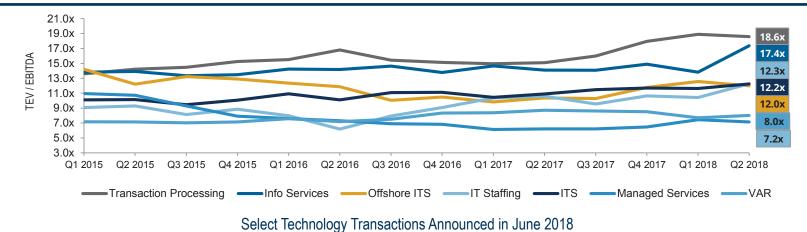
LTM Revenue Growth

#### Enterprise Value / LTM EBITDA



#### LTM Gross & EBITDA Margins





Annc. Date	Sector	Acquirer	Target	Enterprise Value	Comments
2018	IT Services	SYNNEX	Convergys	\$2,449.0	<ul> <li>SYNNEX (NYSE: SNX), an IT design-to-distribution business process services company, agreed to</li> </ul>
			Corporation		acquire Convergys Corporation (NYSE:CVG) for 0.9x LTM revenue and 7.4x LTM EBITDA, and will
					integrate the business into its subsidiary, Concentrix Corporation
					<ul> <li>This acquisition is expected to strengthen Concentrix's global footprint as well as its profile of high-value</li> </ul>

digital transformational services

28/2018	VAR	ALSO Holding AG	DistriWAN	NA	ALSO Holding AG (SWX:ALSN), a provider of ICT value chain, financial, and IT services, agreed to
					acquire DistriWan, a specialist distributor of WiFi networking and security solutions based in France
					ALSO previously acquired two European value-added distributors of security and network products
					Smortage (Finland) and BolD (France)

\$266.0

\$144.8

NA

 DXC Technology (NYSE:DXC), a leading provider of IT services and solutions, agreed to acquire Molina Information Systems (dba Molina Medicaid Solutions), a provider of design, development, implementation and business process outsourcing solutions to state governments, from Molina

This acquisition strengthens ALSO's security solutions segment and increases its consumer base

- This transaction is expected to bolster DXC's existing capabilities in providing business processing. IT development, and administrative services to state agencies with respect to administration of Medicaid programs
- F-Secure (HLSE:FCS1V), a provider of cybersecurity and protection services based in Finland, agreed to acquire MWR InfoSecurity, a provider of cybersecurity consultancy services to clients worldwide, for approximately 5.0x LTM revenue The acquisition of MWR will enable F-Secure's customers access to on-premise and managed Endpoint
  - Detection and Response Solutions needed to combat targeted attacks This acquisition makes F-Secure the largest European single source of cybersecurity services and
- detection and response solutions Deloitte Digital, a creative digital consultancy, acquired Third Wave Consulting, a provider of cloudbased CRM optimization services with a strong focus on the Salesforce platform
  - This transaction will allow Deloitte to forge new relationships and capitalize on opportunities within the Oil & Gas sector, as well as expand its capabilities in Atlantic Canada

## Selected TM Capital Technology Experience



6/28/20

6/28

6/25/2018

6/25/2018

6/5/2018

IT Services

IT Services

IT Services

DXC Technology

Company

F-Secure Ovi

Deloitte Digital

Molina Information

MWR InfoSecurity

Systems

Limited

Third Wave

Consulting Inc.





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