











TECHNOLOGY MONTHLY

JULY 2019

Our technology & tech-enabled services practice advises leading private and publicly traded technology companies including many of the world's most respected IT consulting, managed services, technical staffing and enterprise software providers.

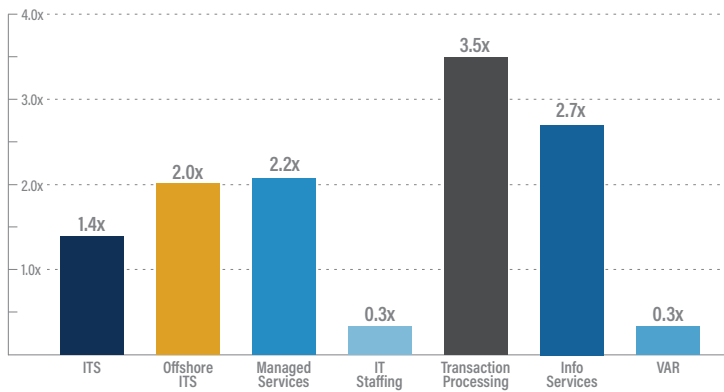
ITS Offshore ITS Managed Services IT Staffing Transaction Processing Info Services VAR

HEADLINE TRANSACTIONS

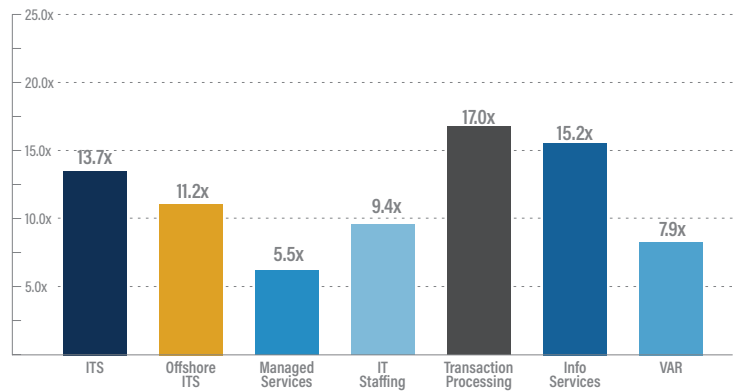
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Managed Services			<ul style="list-style-type: none"> Secure-24 (a subsidiary of NTT Communications), a US based provider of application hosting, managed IT operations and managed cloud services, has acquired Symmetry (backed by Great Hill Partners), a US based provider of managed SAP implementation services The acquisition enhances Secure-24's SAP managed services capabilities and allows Secure-24 to further expand into the US markets
IT Services			<ul style="list-style-type: none"> Mill Point Capital, a US based middle-market private equity firm, has acquired Anexinet (backed by Marlin Equity), a US based provider of digital platforms for intelligent insights, customer engagement and enterprise modernization services Mill Point plans to enhance Anexinet's product and service capabilities through a combination of organic and inorganic strategic growth initiatives
			<ul style="list-style-type: none"> Persistent Systems (BSE:533179), an India based provider of computer programming, consulting, and related services, has acquired youperence, a Germany based provider of customer relationship management solutions, for \$8 million The acquisition enhances Persistent's Salesforce Marketing Cloud domain expertise and expands its geographic footprint across Europe
			<ul style="list-style-type: none"> Accenture (NYSE:ACN), a US based provider of consulting, technology and outsourcing services, has acquired Deja vu Security, a US based provider of cybersecurity research and consulting services Deja Vu will join Accenture Security and enhance Accenture's next-generation cybersecurity solutions offering
			<ul style="list-style-type: none"> Hexaware Technologies (a subsidiary of Indian Hexaware Technologies), a US based provider of IT services including application management, e-commerce and application integration, has acquired Mobiqutiy (backed by New Spring Capital), a US based provider of experience design, product engineering and cloud services, for \$182 million The acquisition enhances Hexaware's services portfolio and expands its geographic footprint across the United States, Western Europe and India

TECHNOLOGY GROWTH & VALUATION TRENDS

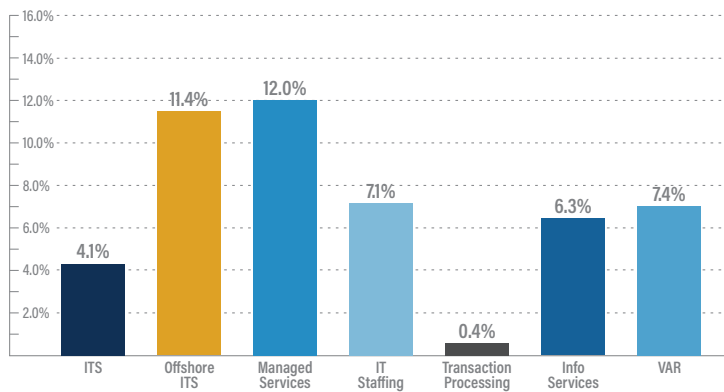
Enterprise Value / LTM Revenue



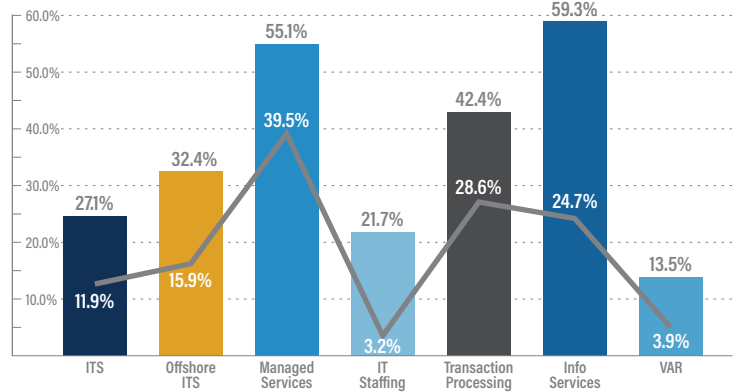
Enterprise Value / LTM EBITDA



LTM Revenue Growth

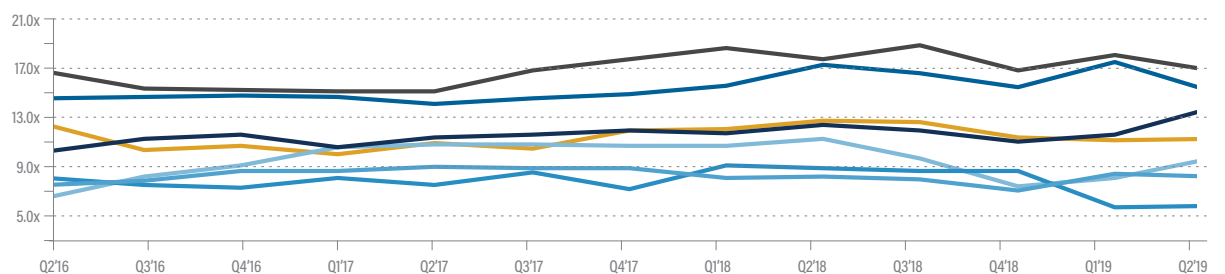


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



13.7x ITS 11.2x Offshore ITS 5.5x Managed Services 9.4x IT Staffing 17.0x Transaction Processing 15.2x Info Services 7.9x VAR

SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
6/25/2019	Managed Services	CompassMSP	GreenPoint Business Solutions	NA	<ul style="list-style-type: none"> CompassMSP (backed by Bilgola Capital), a US based provider of enterprise-quality managed services for the SMB market, has acquired GreenPoint Business Solutions, a US based provider of enterprise-level IT support services dedicated to the SMB market The acquisition broadens CompassMSP's service portfolio and capabilities for its SMB clients in the New York metropolitan area
6/13/2019	IT Services	Ness Technologies	Sovereign CRM	NA	<ul style="list-style-type: none"> Ness Technologies (backed by The Rohatyn Group), a US based provider of information technology and software product engineering services, has acquired Sovereign CRM, a US based provider of information technology consulting services The acquisition expands Ness' portfolio of service offerings to include Salesforce consulting services and allows Ness to capitalize on new growth opportunities with Sovereign's existing client base
6/11/2019	Information Services	Acorio	BusinessForward	NA	<ul style="list-style-type: none"> Acorio (backed by Momentum Equity Partners), a US based provider of cloud-based services that automate IT operations, has acquired BusinessForward, a US based provider of enterprise service management and human capital management services and solutions The acquisition bolsters Acorio's advisory capabilities and expands its digital transformation offerings, specifically in relation to the ServiceNow platform
6/5/2019	IT Services	Alpha Financial Markets Consulting	Axxsys Consulting	£9M	<ul style="list-style-type: none"> Alpha Financial Markets Consulting (AIM:AFM), a UK based provider of operations and IT consulting to asset and wealth management firms, has acquired Axxsys Consulting, a UK based provider of financial management and software consulting services, for £9 million, or 1.5x revenue The acquisition bolsters Alpha FMC's service offerings, specifically with SimCorp and other investment management platforms, and expands its geographic footprint into the Nordics and Canada
6/4/2019	Managed Services	Apps Associates	SmartDog Services	NA	<ul style="list-style-type: none"> Apps Associates (backed by BV Investment Partners), a US based provider of Microsoft and Oracle related information technology services, has acquired SmartDog Services, a US based provider of consulting services for Oracle products The acquisition bolsters Apps Associates' Oracle-focused cloud migration and managed services capabilities in the US
6/3/2019	IT Services	Gcom Software	GANTECH	NA	<ul style="list-style-type: none"> Gcom Software (backed by Sagewind Capital), a US based provider of software consulting services to public sector clients, has acquired GANTECH, a US based operator of systems integration specializing in end-user computing solutions to government and commercial clients The acquisition brings critical managed service delivery capabilities to Gcom and allows it to grow in the Mid-Atlantic US

Selected TM Capital Technology Experience




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