











TECHNOLOGY MONTHLY

AUGUST 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.

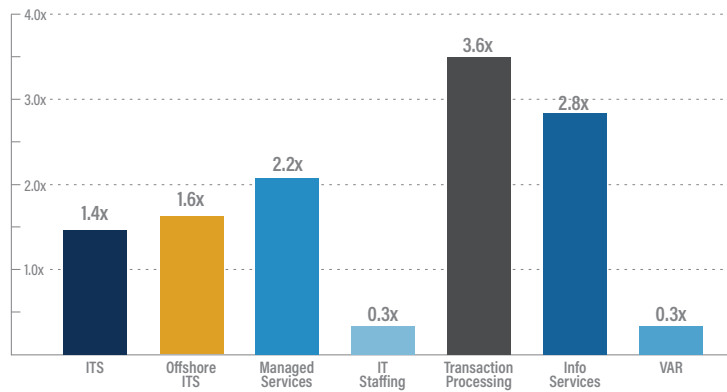
ITS Offshore ITS Managed Services IT Staffing Transaction Processing Info Services VAR

HEADLINE TRANSACTIONS

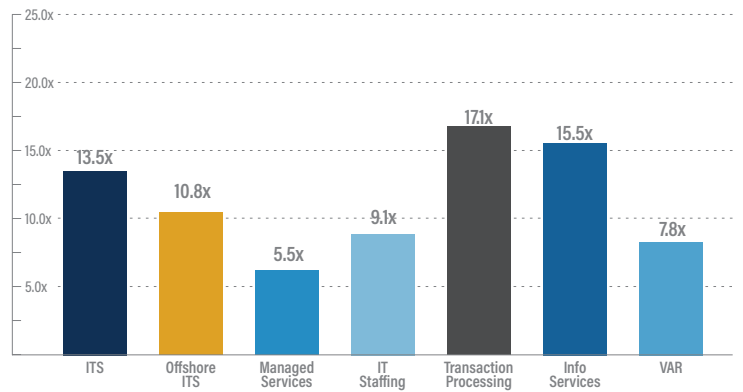
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
IT Services			<ul style="list-style-type: none"> AN Global (backed by Nexus Capital), a Mexico based provider of data, intelligence and analytics solutions, has acquired AgileThought, a US based provider of custom software development consulting services The acquisition expands AN Global's customer base and bolsters its technical software solutions capabilities
			<ul style="list-style-type: none"> Velosio (backed by Harren Equity Partners), a US based provider of business applications through transformational cloud solutions, has acquired Synergy Business Solutions, a US based provider of ERP software solutions The acquisition strengthens Velosio's Microsoft Dynamics footprint across the Northwestern United States
Managed Services			<ul style="list-style-type: none"> EPAM Systems (NYSE:EPAM), a US based provider of software product development and digital platform engineering services, has acquired Competentum, a Russia based provider of e-learning solutions for business and education The acquisition bolsters EPAM's ability to help customers create new value models underpinned by better experiences delivered through new educational technologies and digital platforms
			<ul style="list-style-type: none"> Thrive CITS (backed by M/C Partners), a US based provider of outsourced IT services, has acquired Tier1Net, a US based provider of IT solutions including cloud hosting, managed services, cyber security services and disaster recovery services to the financial services sector The acquisition strengthens Thrive's financial services expertise across the Northeast with a strong and talented roster of engineering professionals
			<ul style="list-style-type: none"> G3 Comms (backed by Apiary Capital Partners), a UK based provider of network integration and business communication services, has merged with Connect Managed Services, a UK based provider of managed communications infrastructure and services The merger of these two complementary companies enhances existing customers' access to managed services solutions and allows for future scalability

TECHNOLOGY GROWTH & VALUATION TRENDS

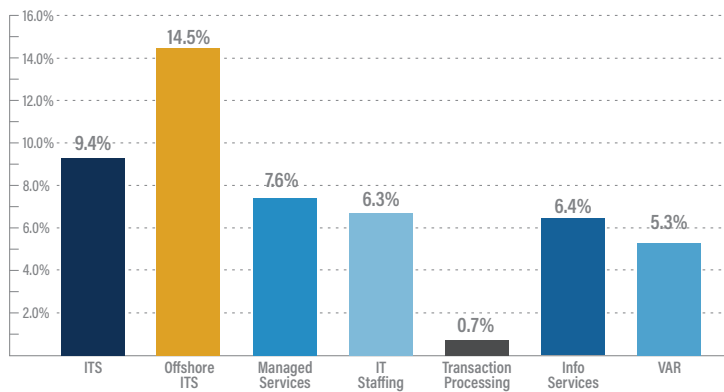
Enterprise Value / LTM Revenue



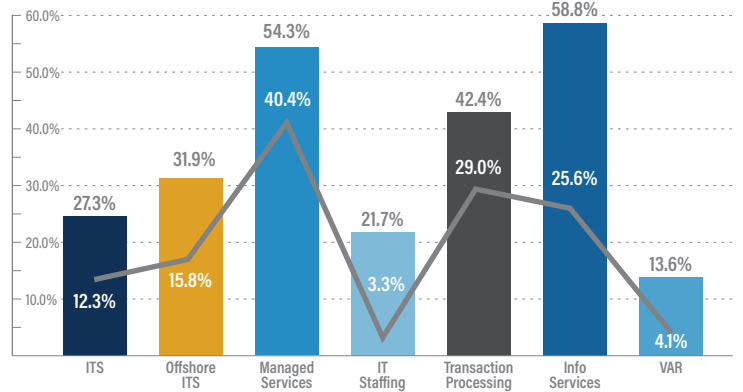
Enterprise Value / LTM EBITDA



LTM Revenue Growth

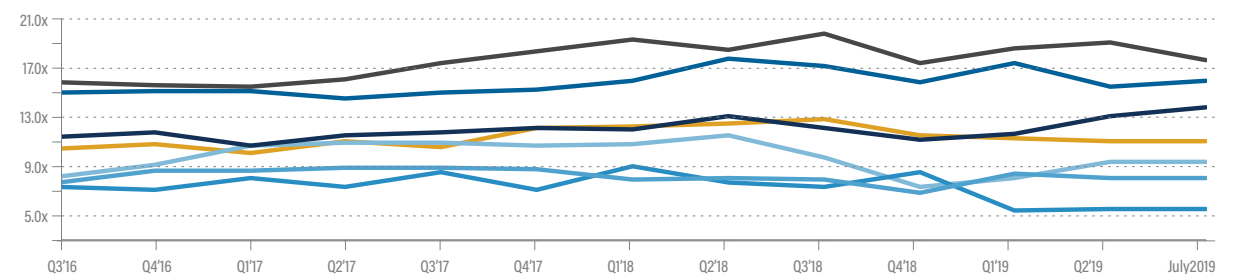


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



13.5x ITS 10.8x Offshore ITS 5.5x Managed Services 9.1x IT Staffing 17.1x Transaction Processing 15.5x Info Services 7.8x VAR

SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
7/31/2019	IT Services	Resources Connection	Veracity Consulting Group	\$30.6	<ul style="list-style-type: none"> Resources Connection (NasdaqGS:RECN), a US based provider of consulting services to business customers, acquired Veracity Consulting Group, a US based provider of brand experience design, advisory consulting and digital technology services, for \$30.6 million The acquisition enhances Resources Connection's digital capabilities and its ability to offer comprehensive end-to-end solutions to its clients
7/30/2019	Information Services	Thoma Bravo	J.D. Power	NA	<ul style="list-style-type: none"> Thoma Bravo, a US based private equity firm focused on software and technology-enabled services, agreed to acquire J.D. Power, a US based provider of data, analytics and advisory services for the automotive industry Thoma Bravo plans to enhance J.D. Power's industry insights and scale the business with new offerings
7/23/2019	IT Services	Charlesbank Capital Partners	Park Place Technologies	NA	<ul style="list-style-type: none"> Charlesbank Capital Partners, a US based middle market private equity firm, agreed to acquire a stake in Park Place Technologies, a US based provider of third party hardware maintenance and support services for IT data centers With Charlesbank's backing and expertise in technology and data center infrastructure, Park Place plans to identify strategic acquisitions to bolster its position in the TPM market
7/23/2019	Managed Services	Ntiva	HigherGround Managed Services	NA	<ul style="list-style-type: none"> Ntiva (backed by Southfield Capital), a US based provider of managed IT and cloud services, acquired HigherGround Managed Services, a full-service IT consulting firm offering managed services, on-site support and remote monitoring The acquisition expands Ntiva's offerings to include HigherGround's custom application development and email security capabilities

Selected TM Capital Technology Experience




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