

TECHNOLOGY MONTHLY













OCTOBER 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

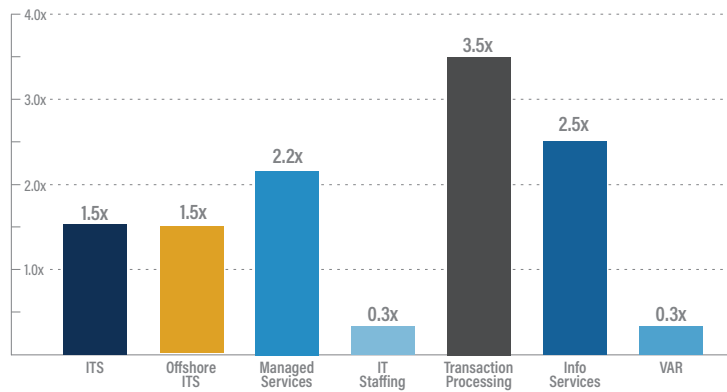
HEADLINE TRANSACTIONS

TARGET ACQUIROR ACQUISITION SYNOPSISIS

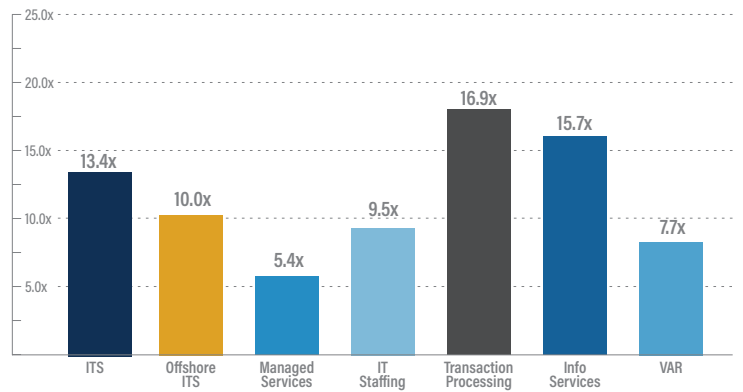
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Managed Services	 3POINTS <small>GROWING SMALL BUSINESS WITH TECHNOLOGY</small>	 Ntiva <small>Managed IT & Cloud Services</small>	<ul style="list-style-type: none"> Ntiva (backed by Southfield Capital), a US based provider of managed IT and cloud services, acquired 3Points, a US based provider of managed IT support services The acquisition increases Ntiva's client base to over 1,000 organizations and bolsters its position in the Midwest as a leading managed service provider
	 new era <small>TECHNOLOGY</small>	 Sentinel <small>CAPITAL PARTNERS</small>	<ul style="list-style-type: none"> Sentinel Capital Partners, a US based middle market private equity firm, agreed to acquire a stake in New Era Technology, a US based provider of managed services, cloud solutions and systems integration services Sentinel's backing provides New Era with access to capital as it looks to continue its buy-and-build strategy, complementing a stable organic growth profile
IT Services	 emids <small>experience partnership.</small>	 NMC <small>NEW MOUNTAIN CAPITAL LLC</small>	<ul style="list-style-type: none"> New Mountain Capital, a US based growth-oriented investment firm, acquired a minority stake in emids, a US based provider of healthcare technology solutions and consulting services New Mountain's backing enables emids to invest in talent and intellectual property, facilitating further scale as it enhances its healthcare consulting services offering
	 SKOOKUM <small>DIGITAL WORKS</small>	 GlobalLogic	<ul style="list-style-type: none"> GlobalLogic, a US based provider of full-cycle product development services, acquired Skookum, a US based provider of digital strategy, design and IT development The acquisition strengthens GlobalLogic's position in technology hubs on the East and West Coasts of the US, expanding its potential client base and providing GlobalLogic with access to local talent
	 OrbitCyber	 AMPCUS CYBER <small>An Ampcus Company</small>	<ul style="list-style-type: none"> Ampcus Cyber, a US based cybersecurity services provider, acquired Orbit Cyber, a US based provider of IT strategy, security transformation, cyber defense and digital response services The acquisition bolsters Ampcus' worldwide cybersecurity offering, particularly in North America, with Orbit's NERC-CIP attestation in the cloud application environment
	 NAVIGANT	 Guidehouse	<ul style="list-style-type: none"> Guidehouse, a US based provider of risk management and technology consulting, entered into a definitive agreement to acquire Navigant Consulting (NYSE: NCI), a US based provider of professional services to healthcare, energy and financial services clients, for \$1.1 billion, or 16.2x LTM EBITDA The acquisition creates a powerful, global consulting organization capable of providing innovative solutions to public sector, healthcare, energy and financial services clients

TECHNOLOGY GROWTH & VALUATION TRENDS

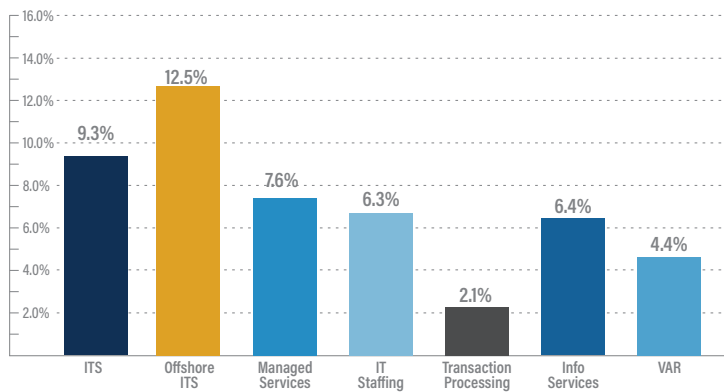
Enterprise Value / LTM Revenue



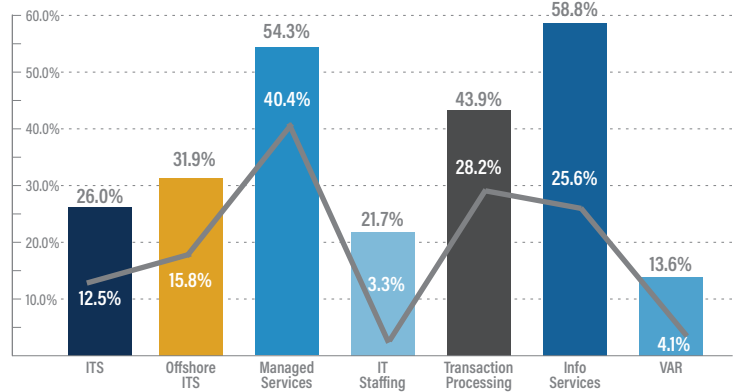
Enterprise Value / LTM EBITDA



LTM Revenue Growth

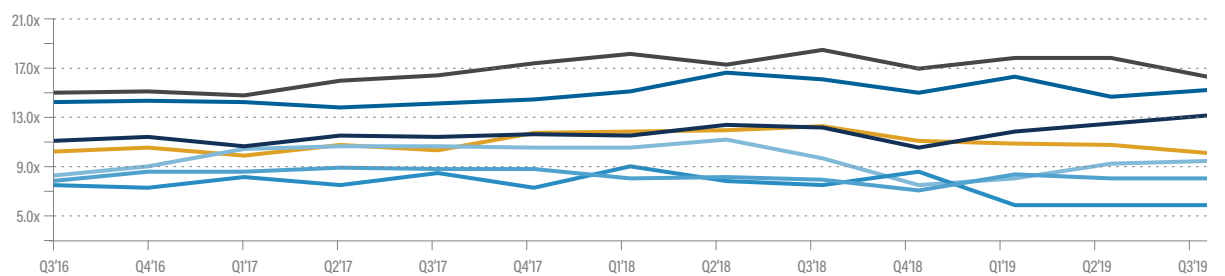


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA

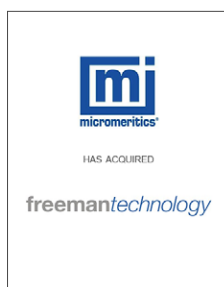


13.4x ITS 10.0x Offshore ITS 5.4x Managed Services 9.5x IT Staffing 16.9x Transaction Processing 15.7x Info Services 7.7x VAR

SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
9/30/2019	IT Services	Harris Computer Corporation	Quicksilva	NA	<ul style="list-style-type: none"> Harris Computer Corporation, a Canada based developer of software solutions for utility, public sector and healthcare businesses, acquired Quicksilva, a UK based provider of integration and messaging services The acquisition complements Harris' existing businesses in the health and social care segments and adds Quicksilva's association with England's National Health System's "Spine" digital central point
9/27/2019	IT Services	Ikusi	Aryse Comunicaciones	NA	<ul style="list-style-type: none"> Ikusi, a Spain based provider of integrated information and communication technologies, acquired Aryse Comunicaciones, a Spain based provider of network infrastructure, data center management and security services The acquisition augments Ikusi's telecommunications networks and IT infrastructure practice in Europe
9/25/2019	IT Services	Geronimo	Data Hatch	NA	<ul style="list-style-type: none"> Geronimo, an Australia based provider of business and technology consulting services, acquired Data Hatch, an Australia based provider of data discovery and action consultancy services The acquisition enhances Geronimo's mobile customer experience by offering data analysis, attribution, customer segmentation, data visualization and location intelligence
9/24/2019	IT Services	Atea	DatabaseForum	\$2.3m	<ul style="list-style-type: none"> Atea (OB: ATEA), a Norway based provider of IT infrastructure solutions, entered into an agreement to acquire DatabaseForum, a Norway based provider of data consulting and business intelligence services The acquisition adds over 100 data analytics consultants to Atea's roster, bolstering its ability to gain insights into its customers and enhance their performance
9/17/2019	IT Services	Xoriant	Arth Systems	NA	<ul style="list-style-type: none"> Xoriant, a US based provider of product development, engineering and consulting services, acquired Arth Systems, a US based provider of systems integration and Microsoft Cloud managed services The acquisition bolsters Xoriant's Microsoft cloud stack and systems integration capabilities and solidifies its position as a trusted Microsoft partner
9/10/2019	IT Services	Accenture	Pragsis Bidoop	NA	<ul style="list-style-type: none"> Accenture (NYSE: ACN), a global provider of consulting, technology and outsourcing services, acquired Pragsis Bidoop, a Spain based provider of big data, artificial intelligence and advanced analytics services The acquisition bolsters Accenture's Applied Intelligence business in the European and Latin American markets with additional AI, analytics and automation capabilities for enterprise clients
9/4/2019	Managed Services	Liquid Web	Nexcess	NA	<ul style="list-style-type: none"> Liquid Web, a US based provider of managed web hosting and data center solutions for SMBs, acquired Nexcess, a US based managed web hosting provider for e-commerce platforms The acquisition combines both companies' Magento, WooCommerce and WordPress solutions to enhance delivery of the managed hosting experience to SMB and e-commerce customers

Selected TM Capital Technology Experience



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