

TECHNOLOGY MONTHLY













FEBRUARY 2020

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

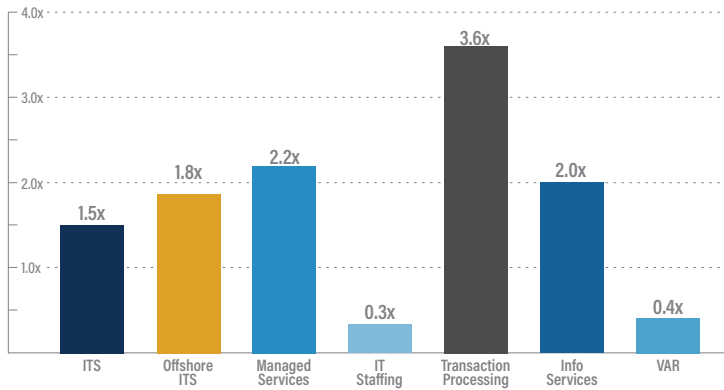
HEADLINE TRANSACTIONS

TARGET ACQUIROR ACQUISITION SYNOPSISIS

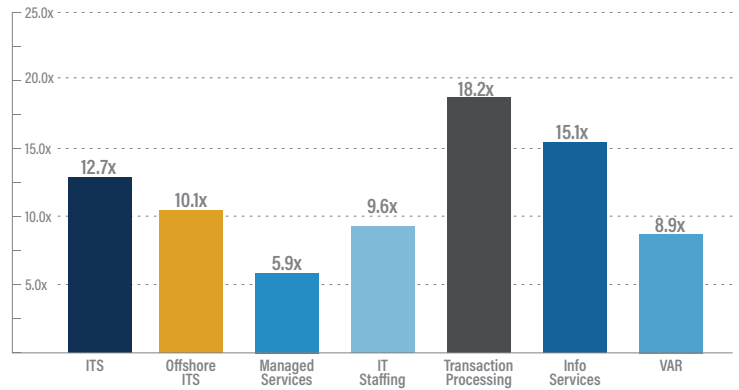
	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
IT Services	<p>Workday, Salesforce & U.S. MuleSoft Practices of</p> 		<ul style="list-style-type: none"> Accenture (NYSE:ACN), a global provider of consulting, technology and outsourcing services, agreed to acquire Sierra-Cedar's Workday, Salesforce and U.S. MuleSoft practices The acquisition broadens Accenture's integration services for small and medium sized education and government organizations
			<ul style="list-style-type: none"> ICF (NasdaqGS:ICFI), a US-based management consulting firm, acquired Incentive Technology Group, a US-based provider of digital and information technology consulting services to government and commercial clients, for \$255 million, or 2.8x LTM revenue The acquisition adds numerous government agency clients and technology partnerships to ICF's roster
			<ul style="list-style-type: none"> Rockwell Automation (NYSE: ROK), a US-based provider of industrial automation and digital transformation solutions, acquired Avnet Data Security, an Israel-based provider of IT security consulting services The acquisition expands Rockwell's rapidly growing cybersecurity practice with the addition of Avnet's service delivery, training, research and managed service capabilities
Managed Services			<ul style="list-style-type: none"> Perficient (NasdaqGS:PRFT), a US-based provider of IT and management consulting services, acquired MedTouch, a US-based provider of digital transformation to hospitals and health plans The acquisition bolsters Perficient's healthcare industry expertise and digital marketing capabilities
			<ul style="list-style-type: none"> Ntiva (backed by Southfield Capital), a US-based provider of managed IT and cloud services, acquired Equilibrium IT Solutions, a US-based provider of information technology consulting and managed services The acquisition bolsters Ntiva's continued growth in the MSP market and its middle market and enterprise focused practices in the US
			<ul style="list-style-type: none"> Trinity Hunt Partners, a US-based growth-oriented middle market private equity firm, acquired Dataprise, a US-based provider of managed IT support services Trinity Hunt's backing provides Dataprise with the resources and capabilities to stay ahead of its competition and grow organically and inorganically to become a market leading MSP

TECHNOLOGY GROWTH & VALUATION TRENDS

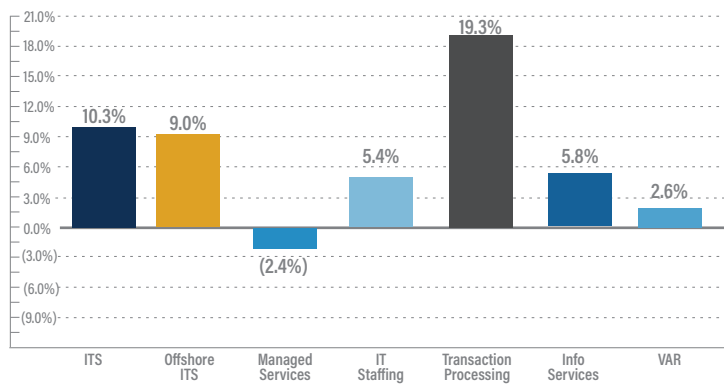
Enterprise Value / LTM Revenue



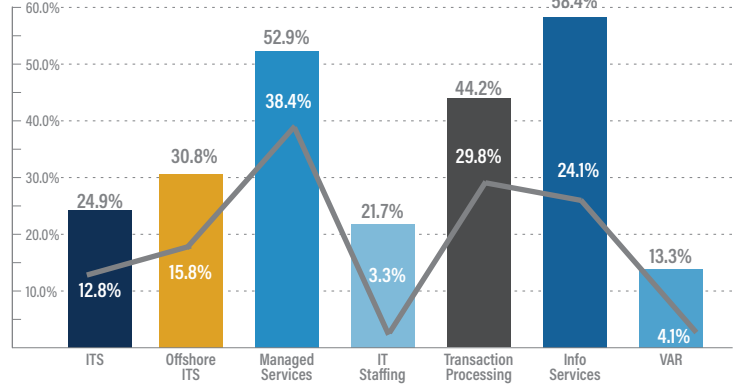
Enterprise Value / LTM EBITDA



LTM Revenue Growth

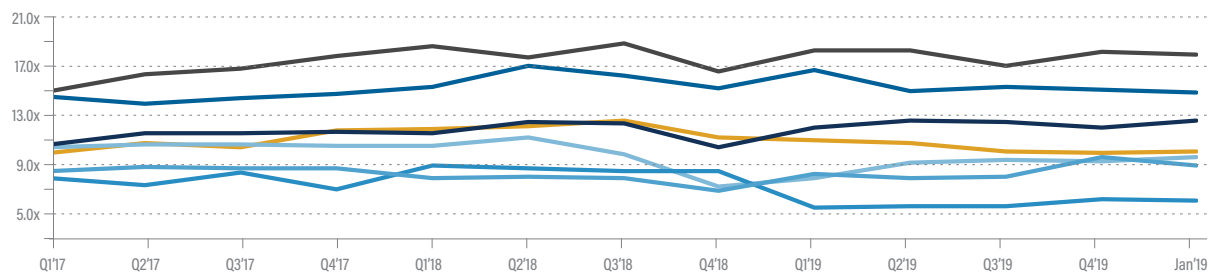


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



12.7x ITS 10.1x Offshore ITS 5.9x Managed Services 9.6x IT Staffing 18.2x Transaction Processing 15.1x Info Services 8.9x VAR

SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
1/17/2020	IT Services	DATAGROUP	Diebold Nixdorf Portavis	NA	<ul style="list-style-type: none"> DATAGROUP (XTRA:D6H), a Germany-based provider of IT infrastructure, technology consulting and IT development solutions agreed to acquire a 68% stake in Diebold Nixdorf Portavis, a Germany-based provider of application management and IT infrastructure outsourcing services to financial services clients The acquisition strengthens DATAGROUP's Financial IT Services group with Portavis' additional customer relationships and sector expertise
1/14/2020	IT Services	CentriLogic	ManageForce	NA	<ul style="list-style-type: none"> CentriLogic (backed by TriSpan and Long Point Capital), a Canada-based provider of IT solutions, including hosting, hybrid hosting, web application development and managed services, acquired ManageForce, a US-based provider of cloud, ERP and data services for Oracle and Microsoft applications and databases The acquisition bolsters CentriLogic's full-stack solution capabilities and expands its North American presence
1/13/2020	IT Services	Entisys360	Performance Technology's Cybersecurity Assets	NA	<ul style="list-style-type: none"> Entisys360, a US-based provider of server virtualization, desktop virtualization, storage and cloud solutions, acquired Performance Technology's cybersecurity and support solutions assets The acquisition enhances Entisys360's service capabilities, especially with respect to cybersecurity and compliance
1/10/2020	IT Services	Kroll	RP Digital Security	NA	<ul style="list-style-type: none"> Kroll (a division of Duff & Phelps), a US-based provider of risk mitigation, investigations, compliance, cyber resilience, security and incident response solutions, acquired RP Digital Security, a Singapore-based provider of computer forensic investigations, digital security and eDiscovery services The acquisition strengthens Kroll's cyber risk capabilities across the Asia Pacific region
1/8/2020	IT Services	Ness Digital Engineering	CassaCloud	NA	<ul style="list-style-type: none"> Ness Digital Engineering, a US-based custom software engineering services firm, acquired CassaCloud, a Slovakia-based provider of Salesforce.com platform-related services The acquisition bolsters Ness Digital Engineering's rapidly growing Salesforce capabilities to help its clients compete more effectively
1/7/2020	IT Services	Frontenac	Prime Technology Group	NA	<ul style="list-style-type: none"> Frontenac, a US-based private equity firm focused on the lower middle market, acquired Prime Technology Group, a US-based provider of software solutions for insurance, financial services and healthcare clients Frontenac's backing allows Prime to fast-track its platforms, deepen market penetration and accelerate growth
1/7/2020	Managed Services	M/C Partners	West Monroe Managed Services	NA	<ul style="list-style-type: none"> M/C Partners, a US-based private equity firm focused on emerging companies, acquired West Monroe Managed Services, a US-based MSP offering IT solutions to small and medium sized businesses M/C's backing strengthens West Monroe's next stage of growth, including additional investments in service delivery and IT capabilities
1/7/2020	IT Services	AHEAD	Platform Consulting Group	NA	<ul style="list-style-type: none"> AHEAD, a US-based provider of enterprise cloud solutions, acquired Platform Consulting Group, a US-based provider of cloud native applications and modern development frameworks services The acquisition accelerates AHEAD's application modernization and migration capabilities with the addition of Platform's expertise in software development
1/7/2020	IT Services	Total Network Consulting	T3 Computer Services	NA	<ul style="list-style-type: none"> Total Network Solutions, a US-based provider of tailored technology solutions, acquired T3 Computer Services, a US-based provider of information technology services to small and medium sized businesses The acquisition expands Total Network Consulting's tailored capabilities and its presence in the US South
1/6/2020	IT Services	LBMC Technology Solutions	InterDyn Artis	NA	<ul style="list-style-type: none"> LBMC Technology Solutions, a US-based consulting firm, acquired InterDyn Artis, a US-based Microsoft Dynamic solutions provider The acquisition bolsters LBMC's technology capabilities and will allow it to become one of the preeminent Microsoft Dynamics ERP Partners in the US

Selected TM Capital Technology Experience



HAS COMPLETED A STRATEGIC RECAPITALIZATION WITH




HAS SOLD



TO




HAS BEEN ACQUIRED BY



EST. 1972

A PORTFOLIO COMPANY OF



TM Capital's Technology Industry Contacts



Brad Adams,
Managing Director
badams@tmcapital.com
617.259.2203



Jarrad Zalkin,
Managing Director
jzalkin@tmcapital.com
617.259.2207



Kevin Atchue,
Principal
katchue@tmcapital.com
617.259.2209



Amir Parikh,
Analyst
aparikh@tmcapital.com
617.259.2213



Steve Hunter,
Managing Director
Sponsor Coverage
shunter@tmcapital.com
404.995.6232