















TECHNOLOGY MONTHLY

MAY 2021

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

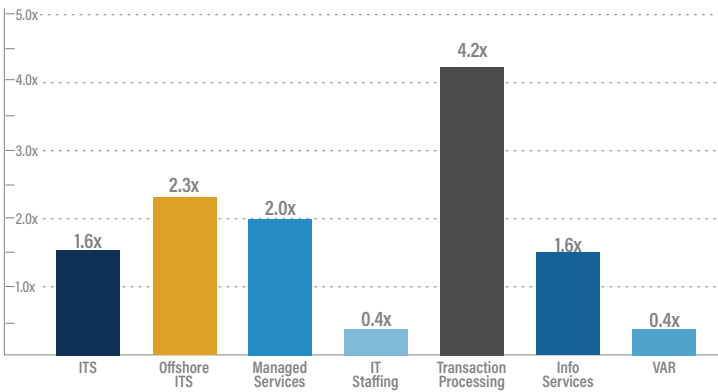
TARGET	ACQUIROR	ACQUISITION SYNOPSIS
 <p>Mphasis The Next Applied</p>	 <p>Blackstone</p>	<ul style="list-style-type: none"> Blackstone, a global private equity firm, acquired a 26% stake in Mphasis, an India based IT solutions provider that specializes in cloud and cognitive services, for an implied enterprise value of \$4.4 billion (3.2x LTM Revenue and 174x LTM EBITDA) As global enterprises increasingly migrate to the cloud, Blackstone plans to accelerate Mphasis' growth and build a \$10 billion company over the next four years
 <p>CORECOMPETE</p>	 <p>accenture</p>	<ul style="list-style-type: none"> Accenture (NYSE: ACN), a leading global professional services company, acquired CoreComplete, a US based provider of cloud analytics services through AI, ML, data warehouses and analytical platforms The acquisition expands Accenture's growing analytics, data and AI business practice
 <p>AMIDO</p>	 <p>ensono</p>	<ul style="list-style-type: none"> Ensono, a US based provider of managed IT advisory and infrastructure services, acquired Amido, a UK based cloud-native consulting firm (Note: Acquisition took place prior to Ensono's acquisition by KKR, detailed below) The acquisition allows Ensono to bring a more complete, end-to-end technology stack to its clients, including cloud services, business applications and managed services
 <p>DASHER TECHNOLOGIES A CONVERGE COMPANY</p>	 <p>CONVERGE TECHNOLOGY SOLUTIONS</p>	<ul style="list-style-type: none"> Converge Technology Solutions (TSXV: CTS), a Canada based IT distributor, acquired Dasher Technologies, a US based provider of IT solutions to public, private, and nonprofit organizations The acquisition brings additional technical expertise to Converge's portfolio of offerings and also increases its presence on the West Coast
 <p>LEVEL</p>	 <p>endava</p>	<ul style="list-style-type: none"> Endava (NYSE: DAVA), a UK based software and technology services company, acquired Level, a US based technology strategy, consulting and engineering firm The acquisition strengthens Endava's US presence, especially in the financial services, logistics / mobility and TMT sectors
 <p>māzīkglobal</p>	 <p>QUISITIVE</p>	<ul style="list-style-type: none"> Quisitive Technology Solutions (TSXV: QUIS), a Canada based premier Microsoft Solutions Provider, acquired Mazik Global, a US based developer of technology and ERP solutions for public and private clients The acquisition bolsters Quisitive's US footprint and adds a robust suite of healthcare ERP solutions to its portfolio
 <p>ensono</p>	 <p>KKR</p>	<ul style="list-style-type: none"> KKR, a global private equity firm, acquired Ensono, a US based provider of managed IT advisory and infrastructure services, for a reported value of \$1.7 billion KKR's backing represents the next step in Ensono's growth story, with opportunities to expand its portfolio of innovative service options

IT Services

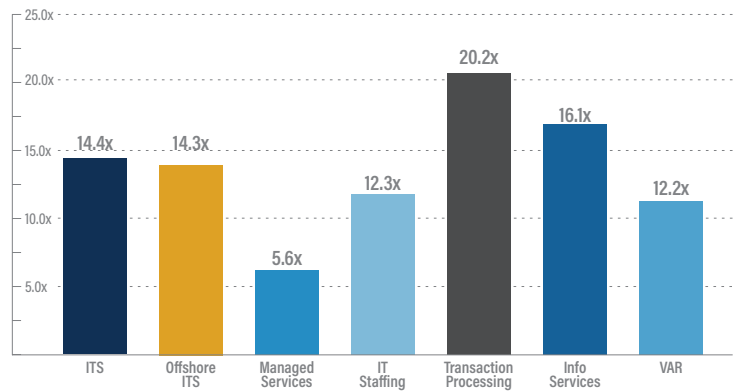
Managed Services

TECHNOLOGY GROWTH & VALUATION TRENDS

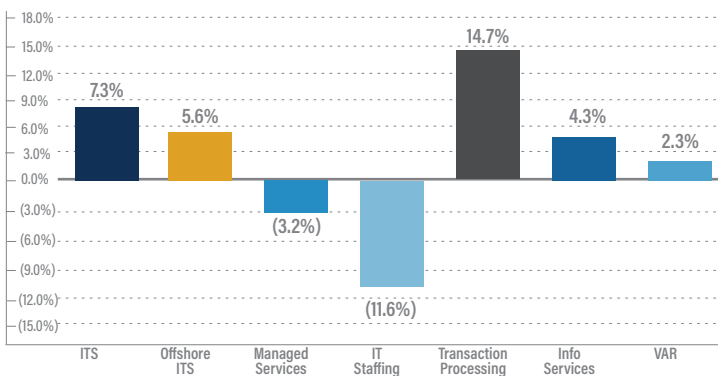
Enterprise Value / LTM Revenue



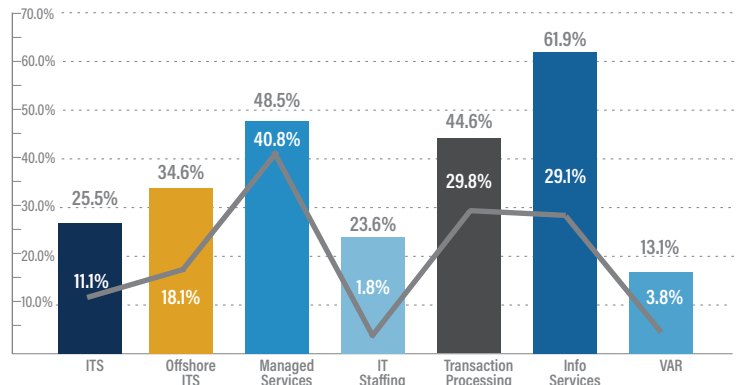
Enterprise Value / LTM EBITDA



LTM Revenue Growth

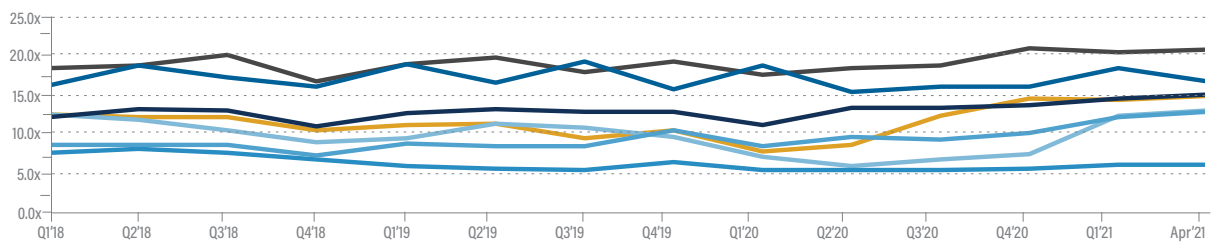


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



14.4x ITS 14.3x Offshore ITS 5.6x Managed Services 12.3x IT Staffing 20.2x Transaction Processing 16.1x Info Services 12.2x VAR

SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
4/28/2021	IT Services	PixelMEDIA	Docmation	NA	<ul style="list-style-type: none"> PixelMEDIA (backed by BV Investment Partners), a leading US based Salesforce Commerce Cloud solutions provider, merged with Docmation, a company focused on implementing and supporting B2B commerce, CPQ and billing solutions on Salesforce The combined company will be a powerful player in digital commerce, allowing it to create a wider array of customized Salesforce experiences for its clients
4/23/2021	IT Services	Accenture	Root	NA	<ul style="list-style-type: none"> Accenture (NYSE: ACN), a leading global professional services company, acquired Root, a US based provider of business strategy development and execution services The acquisition expands Accenture's Talent & Organization / Human Potential team, bolstering its organizational change management capabilities
4/20/2021	IT Services	3Pillar Global	Software Development Europe	NA	<ul style="list-style-type: none"> 3Pillar Global (backed by CIP Capital), a US based digital product development company, acquired Software Development Europe, a US and Europe based software development company The acquisition expands 3Pillar's team to over 1,800 employees across 6 countries
4/15/2021	Managed Services	Convergence Networks / Grade A	Application Specialist Kompany ("ASK")	NA	<ul style="list-style-type: none"> Convergence Networks / Grade A (backed by Riverside Partners), a US based managed IT and cybersecurity service provider, merged with Application Specialist Kompany ("ASK"), a US based provider of managed IT and cybersecurity services The combined company will operate as a portfolio company of Riverside Partners with a greater breadth of services and deeper client bench
4/9/2021	Managed Services	Dynamic Quest	Integrated Solutions	NA	<ul style="list-style-type: none"> Dynamic Quest (backed by Spire Capital), a US based IT and cloud services provider, acquired Integrated Solutions, a US based provider of managed IT, disaster recovery, cybersecurity and IT consulting and auditing services The acquisition expands Dynamic Quest's footprint into Alabama and presents an opportunity to cross-sell its services to a larger client base
4/7/2021	IT Services	Accelalpha	Key Performance Ideas	NA	<ul style="list-style-type: none"> Accelalpha (backed by Century Park Capital Partners), a US based business and IT consulting firm, acquired Key Performance Ideas, a US based provider of Oracle Enterprise Performance Management (EPM) implementation and management solutions The acquisition combines Oracle cloud implementation and managed services capabilities to build a unique, one-stop solution for clients
4/6/2021	Managed Services	Pythian Services	ManageServe	NA	<ul style="list-style-type: none"> Pythian Services (backed by Mill Point Capital), a Canada based provider of on-prem, hybrid, cloud and multi-cloud IT solutions, acquired ManageServe, a US based SAP certified hosting service provider The acquisition deepens Pythian's ERP offering and its SAP HANA solutions on the Google Cloud, AWS, Azure and SAP cloud platforms
4/5/2021	IT Services	GlideFast Consulting	CloudPires	NA	<ul style="list-style-type: none"> GlideFast Consulting (backed by BV Investment Partners), a US based IT consulting, implementation and development company, acquired CloudPires, a US based provider of development and process IT consulting services The acquisition combines two Elite ServiceNow Partners to create the largest partner in the ecosystem dedicated 100% to ServiceNow
4/1/2021	IT Services	Dimension Data Holdings	Acacia Cloud Solutions	NA	<ul style="list-style-type: none"> Dimension Data, a South Africa based systems integrator and managed services provider for hybrid IT, acquired Acacia Cloud Solutions, a South Africa based cloud implementation specialist The acquisition furthers Dimension's investment in cloud services and solutions to meet demand in the Middle East and Africa regions

Selected TM Capital Technology Experience



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