

TECHNOLOGY MONTHLY

OCTOBER 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 SYNOPSISIS

TALOS

PERFICIENT

- Perficient [NASDAQ:PRFT], a St. Louis, Missouri-based digital consultancy, has acquired Talos Digital, a commerce solution provider based in Colombia with approximately USD 10m in annual revenue.
- The acquisition of Talos Digital increases Perficient's presence in Latin America with the addition of approximately 175 skilled professionals; bolsters Perficient's commerce capabilities; and brings strategic client relationships with Fortune 1000 customers across several industries, including healthcare, financial services, technology, and business services sectors.

EXPERITY

accenture

- Accenture (NYSE: ACN) announced its intent to acquire Experity, a leading provider of cloud-based customer experience and commerce solutions in Brazil. Experity helps businesses build greater efficiencies and agility in commerce, marketing, content and data through leading cloud-based technologies.
- Experity will solidify and scale Accenture's market capabilities in driving experience-led transformation, bringing strong leadership and expertise with key partners, and helping to deliver exemplary services in commerce, marketing, content and data for clients in Latin America.

ABACUS
CORE CLOUD

FRESCHÉ
SOLUTIONS

- Fresche Solutions, a Canadian provider of digital transformation and application modernization solutions backed by San Francisco-based PE firm American Pacific Group, has acquired Abacus, a Georgia-based provider of IBM i cloud, managed services and infrastructure solutions.
- With this acquisition, Fresche becomes the world's largest end-to-end provider of IBM i solutions and the premier modernization and transformation partner for thousands of companies that rely on mission-critical IBM Power Systems running IBM i.

METMOX

ACHIEVE
PARTNERS

- Achieve Partners, a New York based private equity firm, announced the acquisition of Metmox, a leading Managed Security Service Provider (MSSP) to Fortune 500 companies. Metmox delivers meaningful outcomes to secure customers through technology innovation and investing in talent, paired with an extreme focus on customer satisfaction.
- Achieve's acquisition of Metmox is about building new pipelines of talent that can help America's most important businesses keep hackers at bay, and solve one of the most urgent challenges facing the future of business and society.

DOBLER
CONSULTING
FULL-SPECTRUM DATABASE SERVICES

SPINNAKER
SUPPORT

- Spinnaker Support, the premier global provider of Oracle, SAP, and Salesforce support services, acquired Dobler Consulting. Dobler is a recognized leader in database management and information technology services, and specializes in helping clients maximize their Oracle, Microsoft SQL Server, and SAP Sybase database technologies.
- The combined entity will become the unrivaled provider of global database technology support and managed services.

blink

Mphasis
The Next Applied

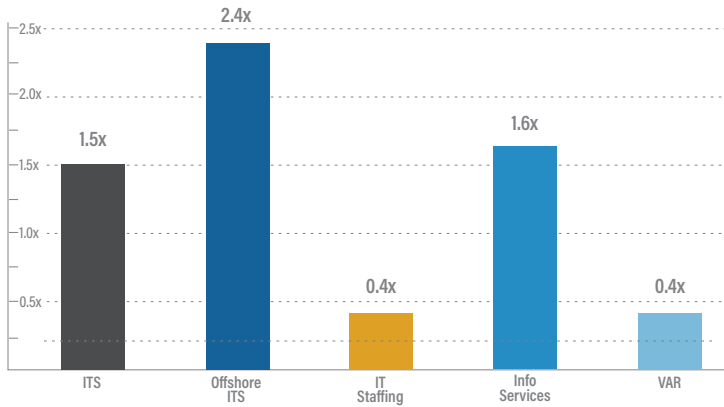
- India-based Mphasis Ltd [BOM:526299] has acquired Washington-based Blink Interactive, Inc for up to USD 94m, including earnouts. Blink Interactive is a leading user experience research, strategy, and design firm that works with some of the world's leading enterprises to create transformative digital products, brands, and experiences.
- The synergy opportunity set will revolve around Product, Experience & Service design, as well as the end-to-end implementation services across the spectrum of clients & industries the two companies service together.

Managed Services

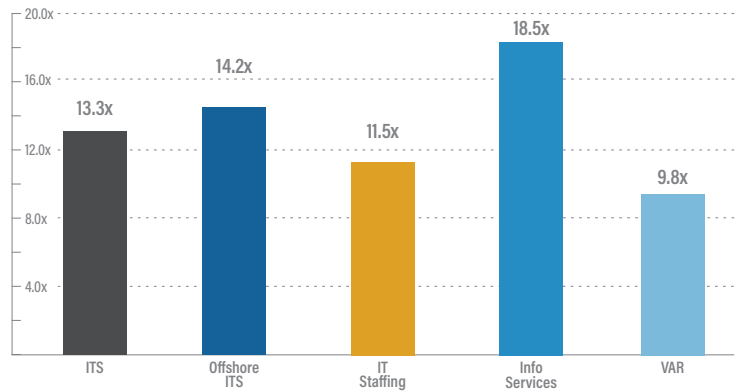
IT Services

TECHNOLOGY GROWTH & VALUATION TRENDS

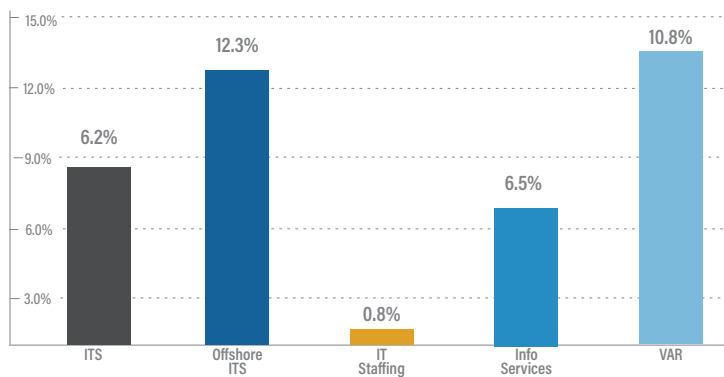
Enterprise Value / LTM Revenue



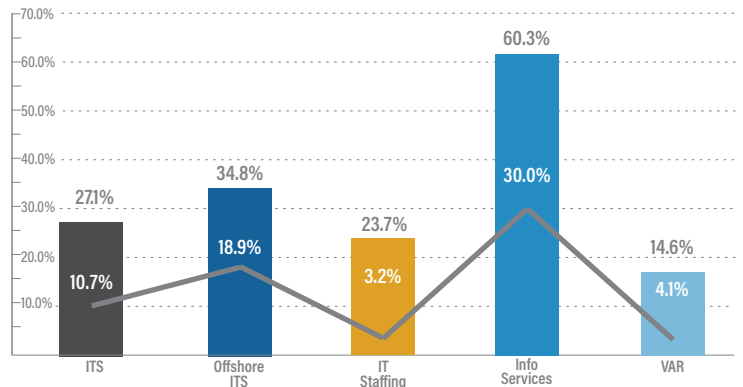
Enterprise Value / LTM EBITDA



LTM Revenue Growth

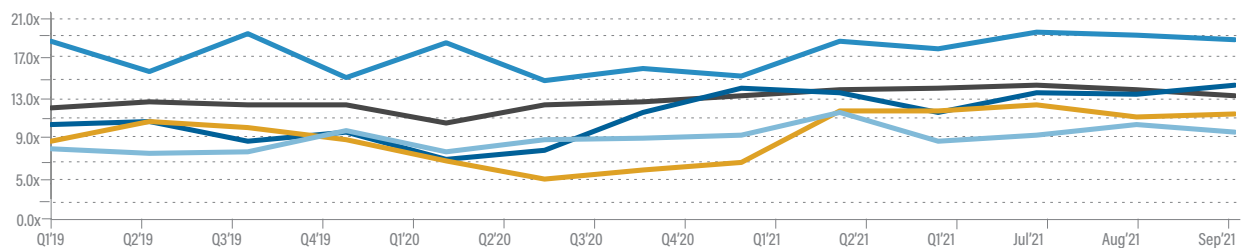


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



13.3x ITS

14.2x Offshore ITS

11.5x IT Staffing

18.5x Info Services

9.8x VAR

SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
9/14/2021	Managed Services	ColoHouse, LLC	Lume Technologies LLC	NA	<ul style="list-style-type: none"> ColoHouse, a global colocation, cloud, and managed services provider headquartered in Miami, Florida, has acquired Lume Cloud, a managed cloud services provider offering private cloud, edge data center and hybrid infrastructure solutions. The acquisition includes Lume's flagship solution suite Cloud Anywhere™, which allows customers to connect public and private cloud services and optimize their cloud spend for cost, performance, and security.
9/14/2021	Managed Services	Exadel, Inc.	Coppei Partners, LLC	NA	<ul style="list-style-type: none"> Exadel, a software engineering company delivering digital platforms and products, announced it has acquired Coppei a Seattle-based digital business strategy and technology consultancy serving global Fortune 500 clients. The complementary services of Coppei's digital strategy and advanced data insight expertise combined with Exadel's globally distributed software engineering services immediately positions the organization to provide full-service disruptive technology solutions.
9/16/2021	Managed Services	PricewaterhouseCoopers LLP, Canada	Avaleris Inc.	NA	<ul style="list-style-type: none"> PricewaterhouseCoopers (PwC) Canada has acquired Avaleris, an MSSP that offers Microsoft identity, security and cloud services. The acquisition will allow PwC and Avaleris help their joint clients to reimagine enterprise cybersecurity and securely accelerate digital and cloud transformation using next-gen capabilities powered by Microsoft solutions.
9/20/2021	IT Services	Centaris	North Country IT LLC	NA	<ul style="list-style-type: none"> Centaris, a Sterling Heights-based enterprise formed through a merger between the Center for Computer Resources and Business Communication Systems, has acquired North Country IT, an IT service and consulting company. The acquisition expands Centaris' ability to provide high quality services and additional capabilities to customers.
9/27/2021	IT Services	American Securities LLC	Trace3, Inc.	NA	<ul style="list-style-type: none"> American Securities LLC, a leading U.S. private equity firm, announced that it has entered into a definitive agreement to acquire Trace3, Inc. from an affiliate of H.I.G. Capital. As an industry leader in emerging technologies, Trace3 is a premier provider of IT solutions and services to commercial and enterprise clients across the U.S., utilizing elite engineering talent, dynamic leadership, and an in-house research team.
9/29/2021	Managed Services	Bluevoyant Management LLC	Concanon LLC	NA	<ul style="list-style-type: none"> BlueVoyant, a New York based cybersecurity company, announced the acquisition of global professional services and big data solutions consultancy, Concanon. The acquisition will enable Concanon to expand their services to Splunk customers to optimize their investment and accelerate migration to the Splunk Cloud Platform by leveraging BlueVoyant's technology and expertise.
9/29/2021	Managed Services	UPSTACK, Inc.	Open Communications LLC	NA	<ul style="list-style-type: none"> UPSTACK, a platform that transforms the architecture and sourcing experience for businesses seeking cloud and internet infrastructure solutions, announced that it has acquired Open Communications LLC, an IT consulting firm specializing in network, contact center as a service, and unified communications as a service. The acquisition is part of UPSTACK's strategy to accelerate the growth of its industry-transforming platform, which combines leading internet infrastructure advisors with proprietary software and dedicated support resources.

Selected TM Capital Technology Experience



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HAS COMPLETED A STRATEGIC RECAPITALIZATION WITH





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