













# TECHNOLOGY MONTHLY

NOVEMBER 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.*

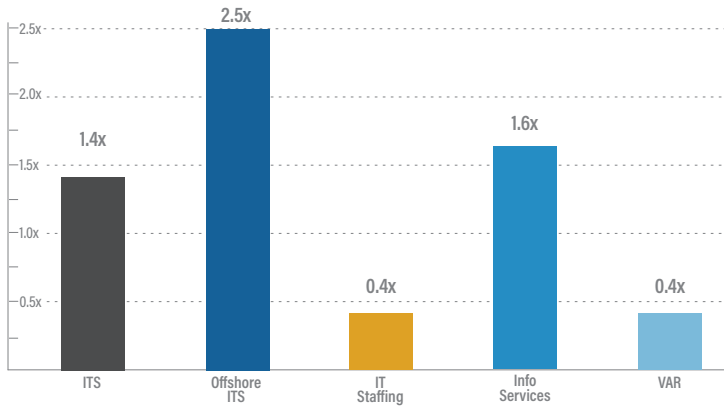
ITS      Offshore ITS      Managed Services      IT Staffing      Transaction Processing      Info Services      VAR

## HEADLINE TRANSACTIONS

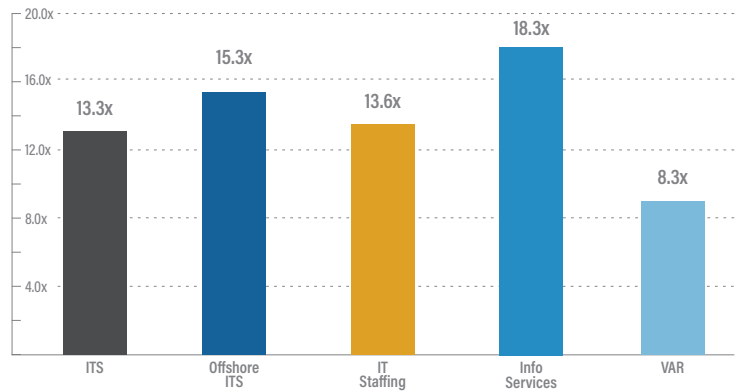
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
IT Services			<ul style="list-style-type: none"> <li>Xerox (NASDAQ: XRX) has acquired Colchester, Vermont-based computer consulting firm Competitive Computing (C2) in a move to expand its IT security and cost optimization solutions in the SMB space. C2 serves customers throughout New England and the United States.</li> <li>The acquisition expands Xerox's IT services, allowing the company to offer its clients automation, digitization, and security to lower operating costs, increase reliability and improve productivity.</li> </ul>
			<ul style="list-style-type: none"> <li>EY-Parthenon, the strategy consulting arm of EY, has acquired CMA Strategy Consulting, a technology, media, and telecom (TMT) specialist firm. CMA focuses on providing strategy advisory for the digital infrastructure space - including data centers and internet infrastructure, fiber networks, towers and small cells, satellite operations, communications services, and enterprise IT.</li> <li>EY-Parthenon's acquisition of CMA will boost its strategy and transaction-based offerings for digital infrastructure clients.</li> </ul>
VAR			<ul style="list-style-type: none"> <li>West Monroe, a digital consulting firm with eight U.S. offices and 2,000 employees across the globe, announced it has entered into an agreement with MSD Partners, a New York based private equity firm, under which the investment firm will make a strategic investment in West Monroe.</li> <li>The capital investment from MSD Partners will support West Monroe's strategy to establish itself as the leading digital consulting firm in North America and to expand internationally.</li> </ul>
			<ul style="list-style-type: none"> <li>CDW Corporation (Nasdaq: CDW) announced it has entered into a definitive agreement to acquire Sirius Computer Solutions, Inc. ("Sirius") from an affiliate of Clayton, Dubilier &amp; Rice for \$2.5 billion in cash, 10.4x LTM EBITDA.</li> <li>Founded in 1980, Sirius is one of the largest IT solutions integrators in the United States and a leading provider of secure, mission-critical technology-based solutions for ~3,900 customers. The transaction is expected to significantly accelerate CDW's services and solutions capabilities and further enhance CDW's ability to solve customers' increasingly interconnected and complex technology challenges.</li> </ul>
Managed Services			<ul style="list-style-type: none"> <li>IBM (NYSE: IBM) announced plans to acquire the Adobe Workfront consulting unit and assets from Rego Consulting Corporation to further its hybrid cloud and AI strategy. Building on IBM's strategic partnership with Adobe, the consultancy specializes in work management software consulting for enterprise clients.</li> <li>The Rego team being acquired by IBM has deep experience and expertise in end-to-end Workfront services, delivering strategy formulation to implementation to management and support to Fortune 500 companies.</li> </ul>
		 Norwest Equity Partners	<ul style="list-style-type: none"> <li>Norwest Equity Partners, a middle market investment firm founded in 1961, announced that it has made a significant investment in Coretelligent, a leading provider of comprehensive managed IT, cybersecurity, and cloud services, which was previously owned by VSS.</li> <li>Headquartered in Westwood, MA, Coretelligent's solutions are designed to secure and enhance an organization's IT operations. Coretelligent serves as an outsourced solution for client IT spend on storage, compute capacity, security, and computer software and hardware while wrapping these solutions with around the clock technical support.</li> </ul>

# TECHNOLOGY GROWTH & VALUATION TRENDS

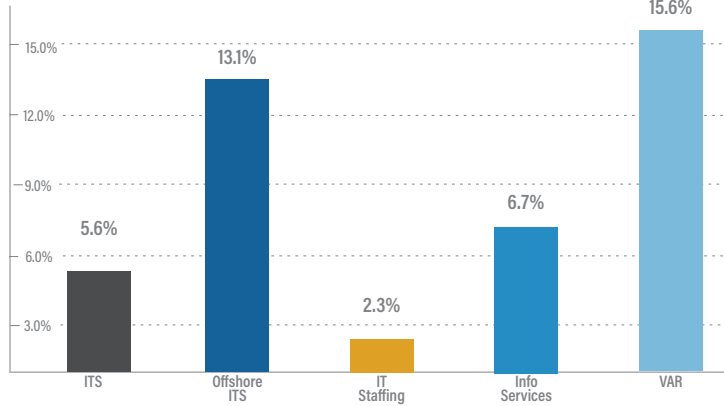
Enterprise Value / LTM Revenue



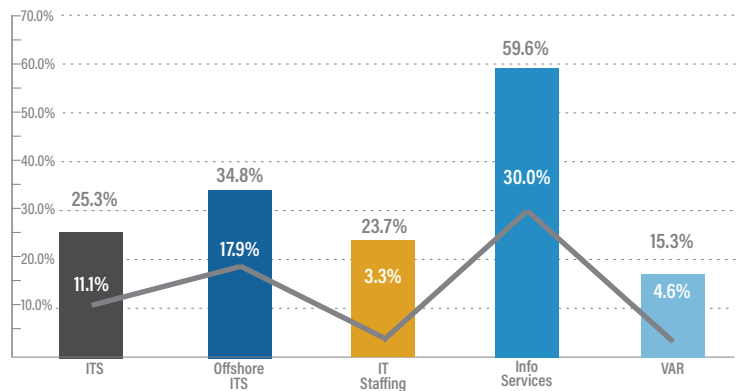
Enterprise Value / LTM EBITDA



LTM Revenue Growth

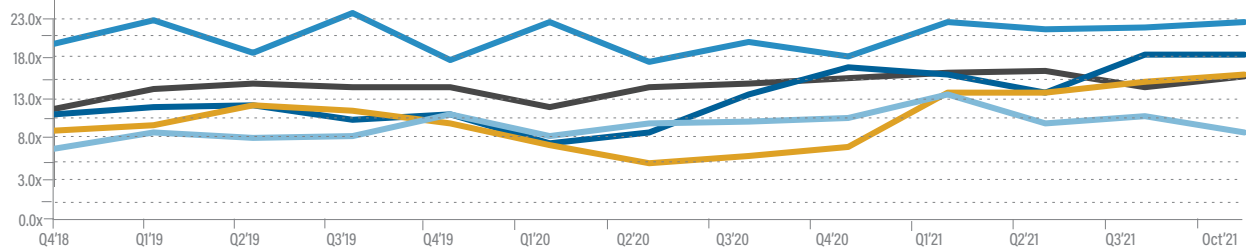


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA



13.3x ITS      15.3x Offshore ITS      13.6x IT Staffing      18.3x Info Services      8.3x VAR

# SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
10/4/2021	IT Services	CGI Federal Inc.	Array Holding Company, Inc.	NA	<ul style="list-style-type: none"> <li>CGI Federal Inc. acquired Array Holding Company, Inc. (ARRAY), a leading digital services provider that optimizes mission performance for the U.S. Department of Defense and other government organizations. The merger will expand CGI Federal's footprint into strategic markets, such as the U.S. Air Force and Space Command and add to its digital modernization and DevOps capabilities.</li> <li>ARRAY brings approximately 275 professionals to CGI, while enhancing and accelerating CGI's position as a leading provider of digital modernization services to meet the growing demand of U.S. public sector clients.</li> </ul>
10/6/2021	Managed Services	CentriLogic, Inc.	3RP	NA	<ul style="list-style-type: none"> <li>CentriLogic, a global IT transformation solutions provider, announced it has acquired Scottsdale, Ariz.-based 3RP, a leading provider of managed services for Oracle Cloud Infrastructure (OCI), Oracle Applications, and Databases.</li> <li>The acquisition solidifies CentriLogic's Oracle expertise while allowing the company to continue to provide robust, cloud-agnostic solutions for customers.</li> </ul>
10/11/2021	Managed Services	Crowe LLP	Spark.Orange, LLC	NA	<ul style="list-style-type: none"> <li>Crowe LLP, a public accounting, consulting and technology firm in the U.S. with offices around the world, has signed an agreement to welcome personnel from Spark.Orange, a technology and services firm specializing in Salesforce cloud solutions.</li> <li>Spark.Orange is a Salesforce cloud platform implementation and solution provider based in Syracuse, New York. The firm serves clients nationally, providing end-to-end market and customer-focused digital transformation services and solutions.</li> </ul>
10/13/2021	IT Services	The Herjavec Group Inc.	SEGMENTECH INC	NA	<ul style="list-style-type: none"> <li>Herjavec Group, a global cybersecurity firm backed by Apax Partners, acquired SEGMENTECH, a North American cybersecurity services firm specializing in Identity and Access Management (IAM) &amp; Privileged Access Management (PAM) solutions for enterprise customers.</li> <li>The acquisition further expands and accelerates Herjavec Group's leading IAM practice by adding world-class Privileged Access Management talent, specializing in implementations of CyberArk, a global leader in Identity Security.</li> </ul>
10/13/2021	IT Services	Ntiva, Inc.	Navakai, LLC	NA	<ul style="list-style-type: none"> <li>Ntiva Inc., a portfolio company of Southfield Capital and provider of managed IT services, strategic consulting, cybersecurity services, cloud services and telecom solutions, has acquired Colorado Springs IT services and support company Navakai.</li> <li>The acquisition will provide additional growth opportunities, resources and expertise for Navakai, while further expanding Ntiva's footprint, which currently includes Maryland, Virginia, Illinois, New York, West Virginia, South Florida, Southern California and Washington, D.C.</li> </ul>
10/19/2021	IT Services	Sikich LLP	PA Group USA	NA	<ul style="list-style-type: none"> <li>Sikich announced today the acquisition of PA Group USA, an enterprise software and cloud services firm that implements and optimizes enterprise resource planning, customer relationship management and manufacturing execution systems.</li> <li>PA Group USA offers ERP, CRM and MES consulting, alongside business intelligence, marketing automation and cloud and IT infrastructure services. The acquisition is expected to enhance Sikich's ability to address clients' evolving business needs and support their digital transformation efforts.</li> </ul>
10/21/2021	Managed Services	Ntiva, Inc.	NetLogicDC, LLC	NA	<ul style="list-style-type: none"> <li>Ntiva Inc., a portfolio company of Southfield Capital and a leading provider of managed IT services, strategic consulting, cybersecurity services, cloud services and telecom solutions, announced the acquisition of NetLogicDC located in Bethesda, Maryland.</li> <li>NetLogicDC provides IT support, consulting, cloud services, and cybersecurity solutions, and specializes in the hospitality sector, among other verticals. The acquisition of NetLogicDC continues to expand Ntiva's presence in the Mid-Atlantic.</li> </ul>

## Selected TM Capital Technology Experience



HAS RECEIVED A STRATEGIC GROWTH INVESTMENT FROM





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



**Ariel Fieldman**  
Analyst  
afieldman@tmcapital.com  
404.995.6237



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