












# TECHNOLOGY MONTHLY

DECEMBER 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.*

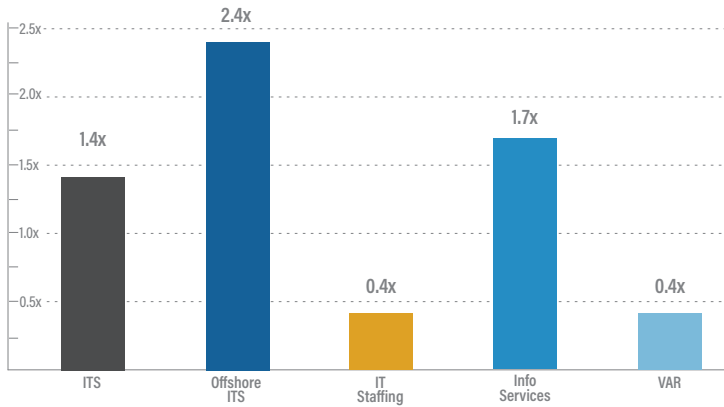
ITS      Offshore ITS      Managed Services      IT Staffing      Transaction Processing      Info Services      VAR

## HEADLINE TRANSACTIONS

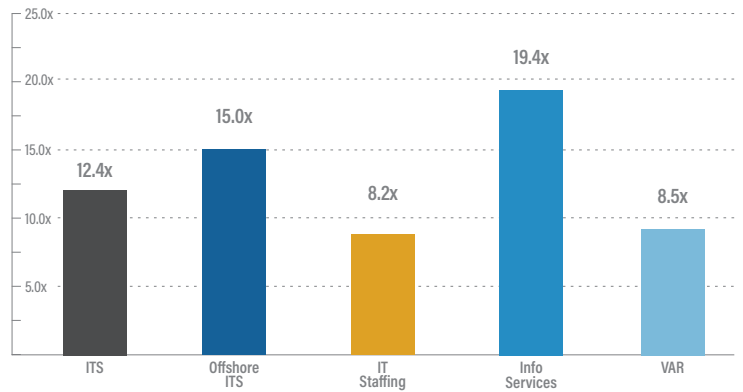
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
IT Services			<ul style="list-style-type: none"> <li>EPAM Systems, Inc. [NYSE:EPAM] a Newtown, Pennsylvania-based product development, digital platform engineering, and product design agency, has acquired Emakina Group SA [Brussels:ALEMK], a Belgium-based independent network of full-service digital agencies with 26 offices in 18 countries.</li> <li>Emakina Group's services include digital consulting, advertising, marketing, content creation, platform development, and data science and analytics. The acquisition adds a layer of strategy, creativity and digital experience expertise to EPAM's global digital and design portfolio.</li> </ul>
			<ul style="list-style-type: none"> <li>Navisite [NASDAQ:NAVI], an Andover, Massachusetts-based managed cloud services provider backed by Madison Dearborn Partners, has acquired EightCloud, a Kirkland, Washington-based specialty Salesforce consulting firm.</li> <li>As a Salesforce Consulting Partner with 10 years of experience serving commercial, non-profit and government clients, EightCloud will enhance Navisite's enterprise application, data management and cloud services portfolio with comprehensive Salesforce advisory, implementation and managed services. With this acquisition, Navisite continues to execute its customer-focused growth strategy.</li> </ul>
			<ul style="list-style-type: none"> <li>Accenture (NYSE: ACN) has purchased Founders Intelligence, a innovation strategy consulting firm. Founders Intelligence focuses on assisting large corporations to create growth through tools, techniques and insights from technology entrepreneurs and investors.</li> <li>Founders Intelligence has a history of setting strategies and delivering growth for FTSE 100 companies and global organizations through the combination of its team of strategy experts and its deep relationships with the technology start-up sector.</li> </ul>
			<ul style="list-style-type: none"> <li>Kyndryl (NYSE: KD), the world's largest IT infrastructure services provider, has signed an agreement to purchase Oy Samlink Ab, a subsidiary of Cognizant Technology Solutions. The agreement expands Kyndryl's financial services industry capabilities in the strategic markets of Finland and the Nordics where the company is helping major financial institutions drive their digital transformations.</li> <li>The acquisition will bring banking application services, managing zCloud workloads and data management services to complement Kyndryl's global practice areas.</li> </ul>
Managed Services			<ul style="list-style-type: none"> <li>ConvergeOne, a leading services-led technology solution provider of cloud, collaboration, and digital infrastructure solutions backed by CVC Capital Partners, has acquired WrightCore, an industry-leading technology solution provider. Headquartered in Franklin, Tennessee, WrightCore delivers cloud, managed and professional services across a range of industries.</li> <li>The acquisition will enable ConvergeOne to increase their presence in the southeast U.S. and advance their leadership position as a single-source provider of transformative cloud solutions, services, and support.</li> </ul>
			<ul style="list-style-type: none"> <li>Core BTS, a technology consulting and managed services provider backed by Tailwind Capital, entered into a definitive agreement to be acquired by Nomura Research Institute (NRI), one of Japan's leading research and consulting firms. This transaction establishes NRI with a platform to capitalize on the growing demand for digital transformation in the US.</li> <li>As an NRI Group Company, Core BTS will have the long term financial and strategic backing to continue to deliver world class consulting, technical expertise and managed services to clients facing their most complex technology challenges.</li> </ul>
IT Staffing			<ul style="list-style-type: none"> <li>Eliassen Group, a strategic consulting and talent solutions firm, has acquired Lightwell, a comprehensive technology and business solutions firm headquartered in Ohio with a presence across North America, Ireland, and the U.K.</li> <li>Lightwell supports companies in optimizing how they access, manage, share, and leverage their data, enabling them to increase speed and agility, overcome complexities, improve client satisfaction, and gain competitive advantages. The acquisition enhances Eliassen's offerings in the cloud consulting and IT solutions space, and brings Eliassen to an international stage.</li> </ul>

# TECHNOLOGY GROWTH & VALUATION TRENDS

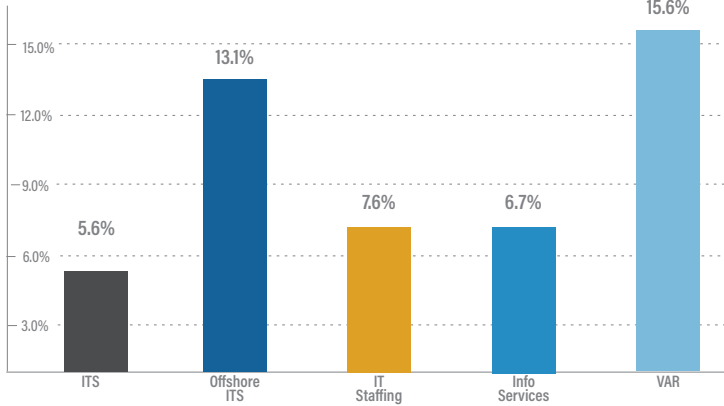
Enterprise Value / LTM Revenue



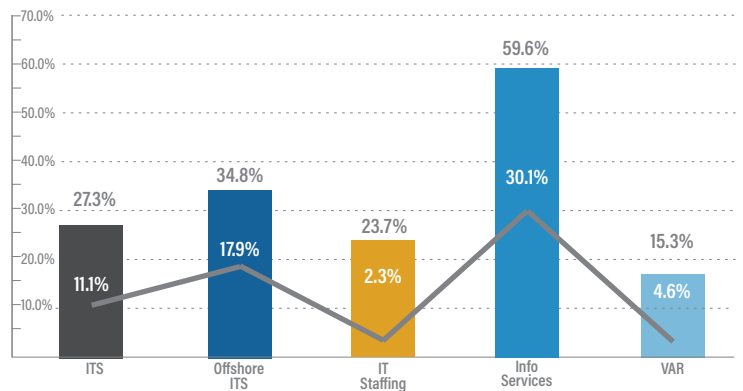
Enterprise Value / LTM EBITDA



LTM Revenue Growth

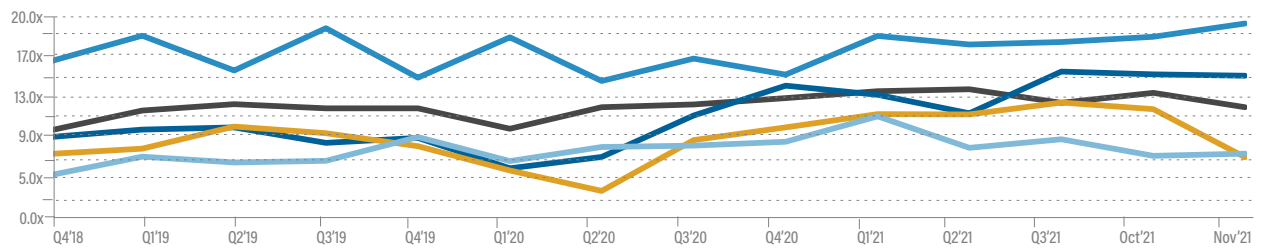


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA



12.4x ITS

15.0x Offshore ITS

8.2x IT Staffing

19.4x Info Services

8.5x VAR

# SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
11/1/2021	IT Services	ENAVATE Holdings, LLC	Microsoft Dynamics SMB business unit	\$16.5	<ul style="list-style-type: none"> <li>Danish IT company Columbus has entered into an agreement to divest its US Microsoft Dynamics SMB business to the Colorado-based Microsoft cloud company Enavate.</li> <li>The divestment of the US SMB Business Unit is part of Columbus' new strategic direction to simplify the business and focus on digital advisory and services to larger companies.</li> </ul>
11/2/2021	IT Services	3Cloud, LLC	Convergence Consulting Group, Inc.	NA	<ul style="list-style-type: none"> <li>3Cloud, a leading Microsoft Azure services firm backed by Gryphon Investors, announced that it has acquired CCG Analytics, a Tampa based data and analytics consulting firm and premier Microsoft partner.</li> <li>CCG Analytics stands out as an innovative consulting firm, with a diverse mid-market customer portfolio, that helps customers treat data as a critical asset across the organization enabling both resiliency and power to scale in today's digital business economy.</li> </ul>
11/3/2021	Managed Services	Abacus Group, LLC	IT Services Business Unit of Echo Technology Solutions LLC	NA	<ul style="list-style-type: none"> <li>Abacus Group, a global provider of IT services for alternative investment firms backed by Westview Capital, announced it has completed acquisition of the IT services business unit of ECHO Technology Solutions.</li> <li>Founded in 2002, ECHO is a technology and digital transformation consulting firm headquartered in San Francisco, with two key business units - managed IT services and Salesforce consulting. ECHO's managed IT services business will operate under the umbrella of Abacus Group, while ECHO's Salesforce consulting business will stay independent.</li> </ul>
11/9/2021	IT Services	PixelMEDIA-Docmaton	Gears CRM Inc.	NA	<ul style="list-style-type: none"> <li>PixelMEDIA-Docmaton, backed by BV Investment Partners, has acquired Gears CRM as part of an effort to continue the growth of their B2B and B2C ecommerce experience on Salesforce.</li> <li>Gears CRM, headquartered in Needham, MA, specializes in Salesforce Service Cloud, allowing the combined organization to expand their capabilities as a multi-cloud systems integrator.</li> </ul>
11/10/2021	IT Services	Frontenac	RCG Global Services	NA	<ul style="list-style-type: none"> <li>Frontenac has completed a majority recapitalization of RCG Global Services, a global digital transformation consultancy providing product engineering, advanced analytics, and cloud services to Fortune 1000 enterprises.</li> <li>RCG combines digital strategy consulting with modern engineering expertise to build innovative, digital solutions for complex business initiatives at blue-chip enterprises in the financial and insurance services, consumer services, and healthcare verticals.</li> </ul>
11/10/2021	IT Services	Brillio, LLC	Standav Corp.	NA	<ul style="list-style-type: none"> <li>Brillio, a leader in digital technology services, announced that it has acquired Standav, a premier Salesforce consulting and system integration firm headquartered in Silicon Valley and Dallas.</li> <li>The acquisition will integrate Standav's deep expertise in quote-to-cash, price management, and enterprise sales transformation into Brillio's burgeoning Lead-to-Revenue (LTR) transformation practice - making it one of the largest Salesforce Revenue Cloud service providers in the world.</li> </ul>
11/17/2021	Managed Services	General Informatics	Versiant, Inc.	NA	<ul style="list-style-type: none"> <li>General Informatics, an IT managed services provider and network infrastructure company and portfolio company of Rosewood Private Investments, acquired Versiant, a fast-growing technology solutions and managed services provider based in Charlotte, NC.</li> <li>Versiant offers a variety of technology solutions to its clients, including innovative Data Analytics and Security services. The acquisition fits squarely into General Informatics' mission of leveraging the best combination of technology and services to enhance client operations and help enable their success.</li> </ul>
11/15/2021	Managed Services	Executech Utah, Inc.	Elevate	NA	<ul style="list-style-type: none"> <li>Executech, a South Jordan, Utah-based, Alpine Investors-backed managed information technology services provider, has acquired Elevate, an established IT support provider based in Richland, Washington.</li> <li>The acquisition adds additional geographical reach to Executech that serves clients in the neighboring areas of Seattle and Spokane, Washington. Elevate clients will receive the same service and partnership they have come to expect, with additional access to deeper technology and personnel resources.</li> </ul>
11/15/2021	IT Services	Globant S.A.	Navint Partners, LLC	NA	<ul style="list-style-type: none"> <li>Globant (NYSE: GLOB), a digitally native company focused on reinventing businesses through innovative technology solutions, announced today that it has entered into a definitive agreement to acquire Navint, a leading Lead-to-Revenue Salesforce partner that helps organizations drive growth and operational efficiency. Navint was backed by Boathouse Capital.</li> <li>By incorporating Navint, Globant will continue to expand its own Salesforce Studio and enable business transformations leveraging deep expertise within the full suite of Salesforce Revenue Cloud solutions.</li> </ul>
11/18/2021	IT Services	AEA Investors LP	Hero Digital, LLC	NA	<ul style="list-style-type: none"> <li>Hero Digital, a leading digital transformation services company, today announced it has partnered with AEA Investors LP ("AEA"), a leading global investment firm with over \$15 billion in assets under management.</li> <li>The partnership will support strategic investments in new digital offerings, next gen technology capabilities, and geographic expansion powering customer and business experience transformation.</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




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