

# TECHNOLOGY MONTHLY

MAY 2022

*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

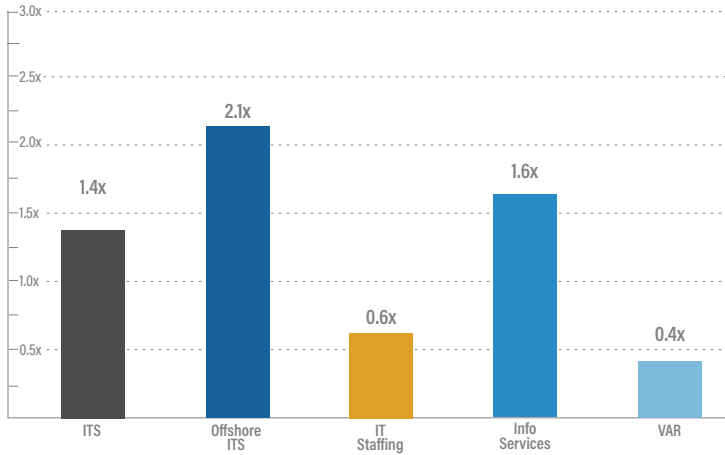
## HEADLINE TRANSACTIONS

TARGET      ACQUIROR      ACQUISITION SYNOPSIS

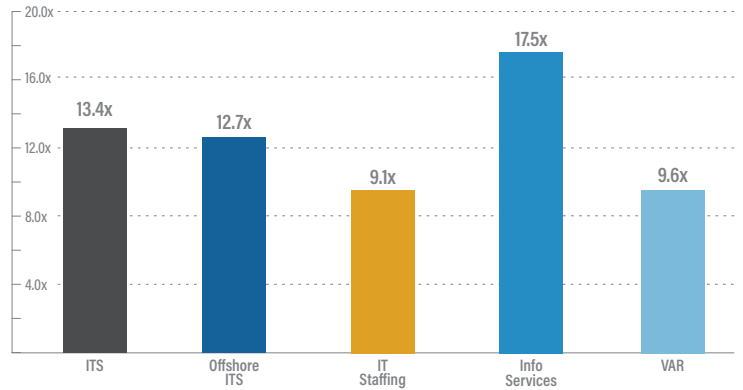
TARGET	ACQUIROR	ACQUISITION SYNOPSIS
		<ul style="list-style-type: none"> <li>Converge Technology Solutions Corp. [TSE:CTS], a Canada-based software-enabled IT &amp; cloud solutions provider, announced the acquisition of Creative Breakthroughs, a Ferndale, Michigan cybersecurity solutions provider, for a consideration of USD \$47M, along with working capital of USD \$3M paid in cash and earn-out payments of up to USD \$17M</li> <li>Creative Breakthroughs' main focus areas of threat-detection and obstruction include helping defend and secure networks and endpoints, testing and monitoring areas of operational risk, and protecting data</li> </ul>
		<ul style="list-style-type: none"> <li>Critical Start, a provider of managed detection and response cybersecurity services, received an investment of \$215M+ from Vista Equity Partners, a global investment firm focused exclusively on enterprise software and tech businesses</li> <li>The investment will allow Critical Start to grow and upscale its MDR offering. Critical Start's MDR platform prevents breaches by helping organizations respond to cyber security threats. Critical Start has grown ARR by more than 400 percent in the last three years</li> </ul>
		<ul style="list-style-type: none"> <li>Wipro Limited (NYSE: WIT, BSE: 507685, NSE: WIPRO), a global information technology, consulting, and business process services company, announced that it signed a definitive agreement to acquire Rizing, a global SAP consulting firm backed by One Equity Partners, significantly expanding its breadth of capabilities in helping businesses transform into intelligent enterprises</li> <li>Rizing is the latest in a series of acquisitions by Wipro. Rizing's high-touch approach, along with its industry expertise and SAP consulting capabilities will be instrumental in advancing Wipro's position as a sought-after advisor for clients' most complex SAP transformations</li> </ul>
		<ul style="list-style-type: none"> <li>ALTEN Technology USA Inc., an engineering consulting company based in Troy, MI, announced that it has acquired Synchroness Inc., a design engineering consulting firm based in Denver, CO</li> <li>This merger combines decades of project-based engineering and IT consulting experience so clients can benefit from a wider array of service offerings on a larger scale across the U.S. and around the world. Both ALTEN Technology USA and Synchroness have provided engineering consulting, product development and IT consulting services for over 20 years</li> </ul>
		<ul style="list-style-type: none"> <li>Concord USA, a portfolio company of H.I.G Capital, has acquired Evolytics, which represents Concord's second add-on acquisition this year</li> <li>Headquartered in Kansas City, Missouri, Evolytics provides digital analytics and consulting services to enterprise customers and brands worldwide. With expertise in data and marketing analytics, Evolytics supports digital transformation initiatives for customers primarily in the financial services, technology, and ecommerce industries</li> </ul>
		<ul style="list-style-type: none"> <li>Valtech, a UK-based digital services and business transformation agency, backed by private equity firm BC Partners, has acquired The Berndt Group ("TBG"), a Baltimore, Maryland-based digital customer experience agency focusing on digital transformations.</li> <li>The Berndt Group, which has 80+ employees, will bring their expertise in developing digital experiences in consumer healthcare to Valtech. TBG also has a strong practice and expertise in Financial services and B2B</li> </ul>
		<ul style="list-style-type: none"> <li>Velosio, an information technology services platform backed by Harren Equity Partners since 2019, has completed a strategic acquisition of Silverware, a leading Microsoft Partner focused on Dynamics 365 Business Central with specialization in the Agribusiness sector</li> <li>Silverware, founded in 1988 and based in Phoenix, Arizona, is a Microsoft Gold Partner and CSP, serving hundreds of clients across North America. In addition to cloud ERP, they also provide consulting and implementation of cloud solutions for customer experience, automation and business analytics</li> </ul>

# TECHNOLOGY GROWTH & VALUATION TRENDS

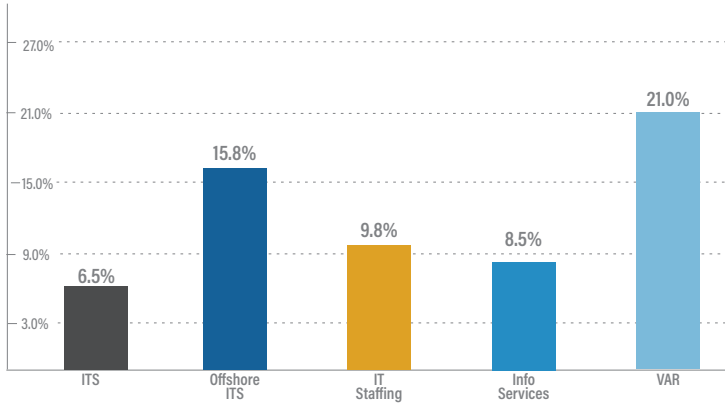
Enterprise Value / LTM Revenue



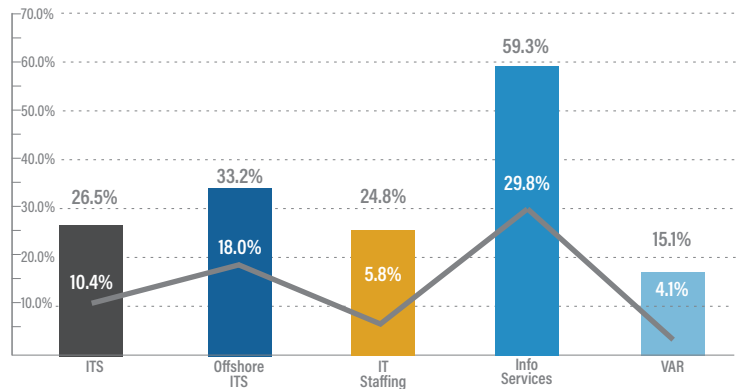
Enterprise Value / LTM EBITDA



LTM Revenue Growth

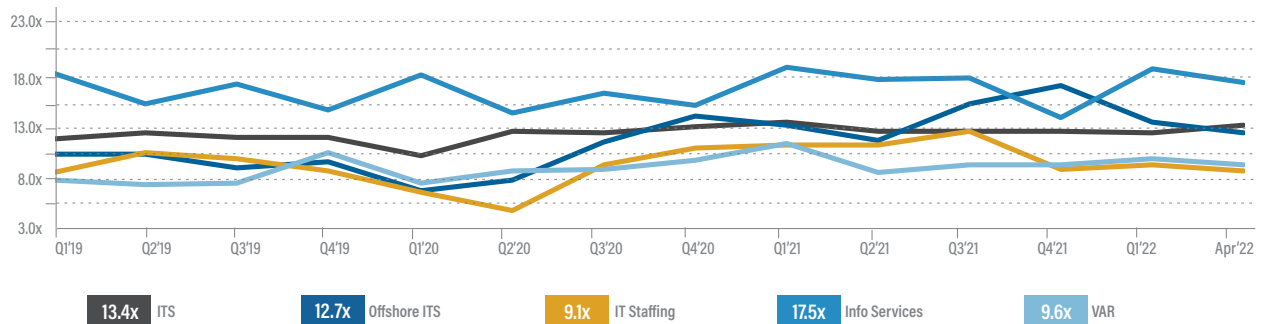


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA



# SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
4/6/2022	IT Services	Sovereign Capital Partners LLP	Actica Consulting Limited	NA	<ul style="list-style-type: none"> <li>Technology advisory firm Actica Consulting has completed a management buyout with the backing of investment firm Sovereign Capital Partners</li> <li>Since 1998, Actica Consulting, which is based in Guildford, U.K., has worked to enable clients to become more efficient, effective and secure through supporting areas including strategy creation, architecture development, digital transformation, cyber security optimisation, data analytics and business intelligence</li> </ul>
4/7/2022	Managed Services	InSource, Inc.	BECK Strategies Inc.	NA	<ul style="list-style-type: none"> <li>InSource, a ServiceNow Elite Partner that implements the most complex ServiceNow workflow requirements has acquired BECK Strategies, a ServiceNow Elite Partner, which will increase its capabilities in the areas of Security Operations and Integrated Risk Management</li> <li>BECK Strategies is a business transformation consulting company and is a 100% dedicated ServiceNow Elite Partner helping businesses leverage their IT processes across multiple industries, including healthcare, financial services, manufacturing, and government</li> </ul>
4/11/2022	IT Staffing	Achieve Partners Management, LLC	SkillStorm Commercial Services LLC	NA	<ul style="list-style-type: none"> <li>SkillStorm, a leader in technology talent development deploying specialized teams of custom trained U.S. tech talent to its Fortune 500 clients, announced it has acquired Talent Path, a Hire-Train-Deploy company backed by Achieve Partners. Simultaneously, Achieve is making a strategic investment in SkillStorm</li> <li>SkillStorm provides a range of pathways for college graduates, transitioning service members and veterans to launch tech careers, including apprenticeship programs, to close the tech talent gap</li> </ul>
4/11/2022	IT Services	Wipro Limited	Convergence Acceleration Solutions, LLC	\$80.0	<ul style="list-style-type: none"> <li>Wipro Limited (NYSE: WIT, BSE: 507685, NSE: WIPRO), a global information technology, consulting, and business process services company announced that it acquired Convergence Acceleration Solutions, a Roswell, Georgia-based consulting and program management company</li> <li>CAS Group, founded in 2007, delivers strategic transformation programs to clients across 17 centers of service including mobile/wireless, business and fiber-optic services, as well as cable, data and telecom retail solutions</li> </ul>
4/12/2022	IT Services	Omega Systems Consultants, Inc.	ACE IT Solutions, LLC	NA	<ul style="list-style-type: none"> <li>Omega Systems, a portfolio company of Pfingsten Partners and managed service provider to highly regulated and security-conscious businesses, announced it has merged with ACE IT Solutions, a New Jersey-based technology solutions provider</li> <li>ACE IT Solutions is a globally-recognized provider of technology and IT services to a wide variety of industries. ACE IT's services include business continuity, disaster recovery planning, business/IT assessments, security audits, penetration testing and more</li> </ul>
4/13/2022	IT Services	ERC	Oasis Systems, LLC	NA	<ul style="list-style-type: none"> <li>ERC, a portfolio company of Brightstar Capital Partners, has signed a definitive agreement to combine with Oasis Systems to expand and scale advanced engineering, cybersecurity and technology-focused consulting solutions for global aerospace and defense communities</li> <li>Oasis Systems is a leading technology services company and trusted partner to the Department of Defense and Federal Agencies supporting them to achieve success in their mission-critical programs</li> </ul>
4/25/2022	IT Services	Ernst & Young LLP (Canada)	Gensquared Inc.	NA	<ul style="list-style-type: none"> <li>Ernst &amp; Young (EY) Canada has acquired Gensquared, a Microsoft and MicroStrategy technology consulting partner that has big data, analytics and artificial intelligence (AI) expertise</li> <li>Gensquared helps businesses tackle their biggest data and analytics challenges, allowing clients to gain more meaningful and actionable insights. This acquisition strengthens EY Canada's Data, Analytics and AI practice, helping to grow talent and resources, while evolving its suite of data and technology service offerings</li> </ul>
4/27/2022	IT Services	Keensight Capital	Valiantys Group SAS	NA	<ul style="list-style-type: none"> <li>Keensight Capital, a private equity manager dedicated to pan-European growth buyout investments, is to acquire a majority stake in Valiantys alongside the company's existing management team</li> <li>Valiantys is a leading global consulting and services firm dedicated to Atlassian. Valiantys accelerates business transformation by digitizing processes and modernizing teamwork, using the best Agile methods and tools</li> </ul>

## Selected TM Capital Technology Experience



HAS RECEIVED A STRATEGIC GROWTH INVESTMENT FROM





HAS COMPLETED A STRATEGIC RECAPITALIZATION WITH



HAS SOLD



TO



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