

TECHNOLOGY MONTHLY

DECEMBER 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

Info Services















VAR

HEADLINE TRANSACTIONS

TARGET

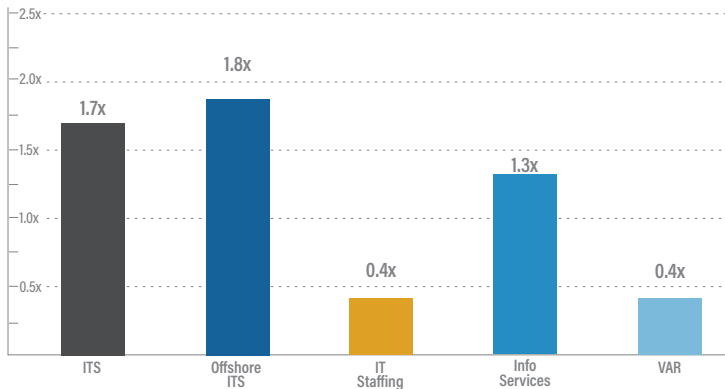
ACQUIROR

ACQUISITION SYNOPSIS

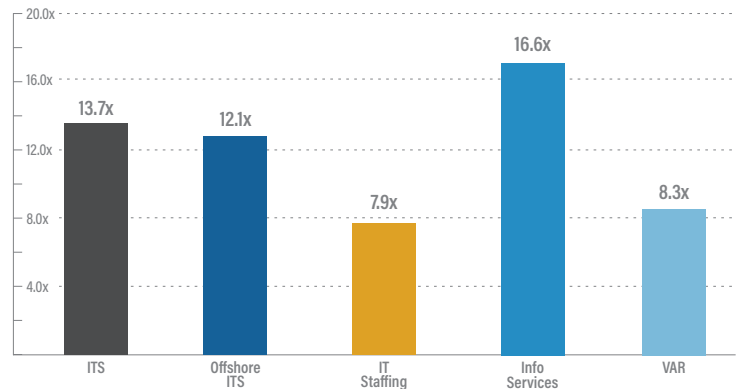
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
VAR			<ul style="list-style-type: none"> Solutionz, Inc., a Fernandez Holdings portfolio company, announced that it has acquired Spinitar Inc., a provider of AV systems design and integration services Spinitar provides audio, visual, and communication solutions to customers in the Western United States including A/V integration, support, and monitoring that benefit both employees and visitors by sourcing technology from top A/V manufacturers
Managed Services			<ul style="list-style-type: none"> Thrive, a premier provider of Cybersecurity and Digital Transformation Managed Services, announced that it has acquired Custard Technical Services, a leading U.K. IT support company specializing in managed services in the East Midlands and surrounding areas Custard provides a comprehensive range of IT solutions including consultation, managed services, disaster recovery planning, IT security backup solutions, and ongoing software and hardware support and maintenance
			<ul style="list-style-type: none"> Cognizant (NASDAQ: CTSH) announced it has entered into an agreement to acquire AustinCSI, a premier digital transformation consultancy specializing in enterprise cloud and data analytics advisory services This acquisition complements Cognizant's technology prowess and vertical industry expertise, enriching its advisory capabilities for delivering comprehensive digital strategy as well as innovative solutions to clients
			<ul style="list-style-type: none"> Celebal Technologies, a premier software consulting and delivery organization, specializing in cutting-edge technologies, announced that it has secured a \$32 million minority growth investment from Norwest Venture Partners, a leading venture and growth equity investment firm Celebal Technologies is an India-based premier software consulting and delivery organization and a premier global partner of Microsoft and Databrick, specializing in cutting-edge technologies such as AI, big data, data science, and enterprise cloud
IT Services			<ul style="list-style-type: none"> Icreon, a leading digital transformation agency headquartered in New York, has announced it has partnered with Incline Equity Partners, a leading middle market private equity firm Icreon provides a comprehensive suite of digital transformation services including digital strategy consulting, design, and engineering services for clients across North America, Europe and India
			<ul style="list-style-type: none"> McKinsey & Company announced that it has acquired SCM Connections, a leader in advanced technology-enabled supply chain planning and analytics With the acquisition of SCM Connections, which specializes in deploying sophisticated Advanced Planning and Scheduling (APS) software, McKinsey will be able to bring together a powerful and unique combination of best-in-class strategic, technical, and functional expertise with the latest technology-enabled supply chain planning capabilities to provide clients with high impact end-to-end supply chain transformation
			<ul style="list-style-type: none"> H.I.G. Capital, a leading global alternative investment firm with \$52 billion of equity capital under management, has announced that one of its affiliates has completed a growth investment in ThoughtFocus, Inc. ThoughtFocus provides a broad suite of technology services and business solutions to leading enterprises, including product and application development, advisory services, and process automation and outsourcing

TECHNOLOGY GROWTH & VALUATION TRENDS

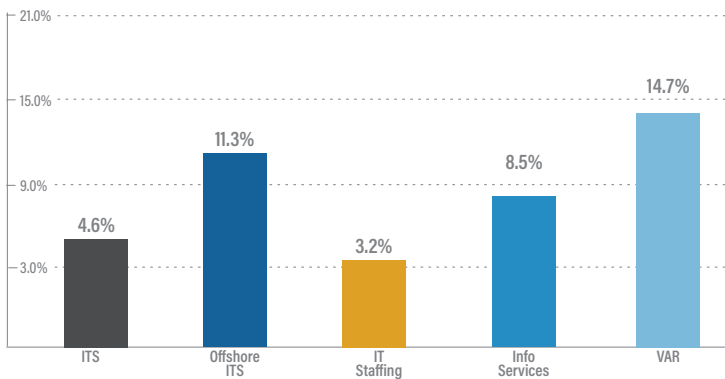
Enterprise Value / LTM Revenue



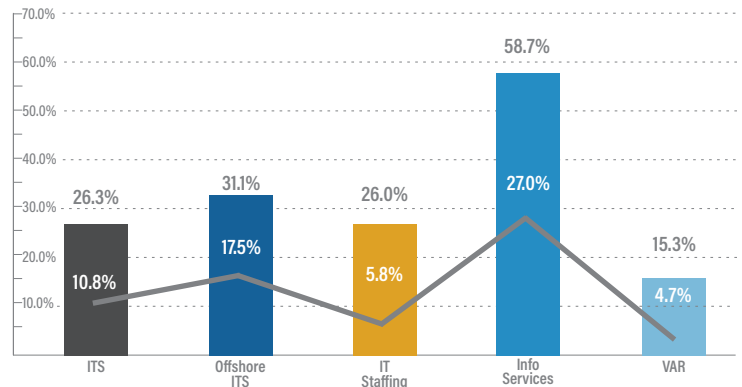
Enterprise Value / LTM EBITDA



LTM Revenue Growth

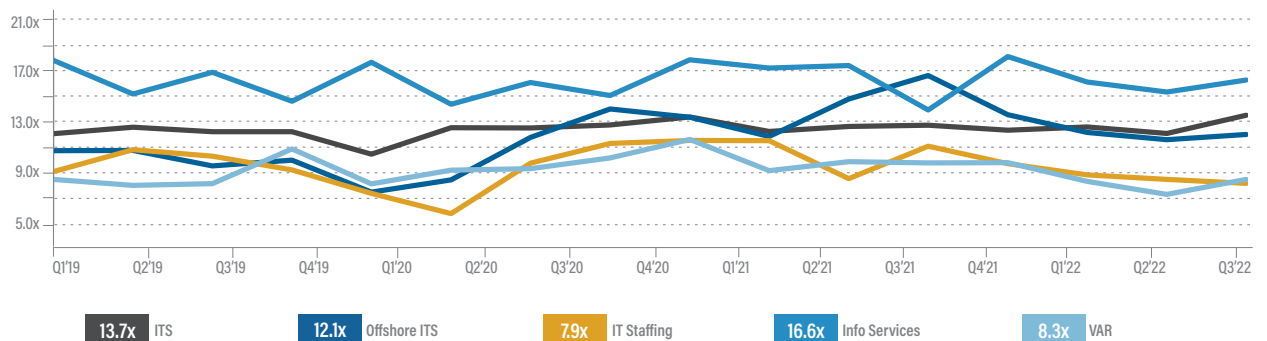


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
11/29/2022	IT Staffing	Oxford Global Resources, LLC	Hale International Recruitment Limited	NA	<ul style="list-style-type: none"> Oxford Global Resources, a leading provider of specialty staffing and consulting services in the United States and Europe and portfolio company of H.I.G. Capital, has announced that it has acquired Hale International Hale is a leading provider of high-end specialty staffing and recruiting services for the Workday® software ecosystem and further expands Oxford's IT practice's capabilities around high-growth SaaS IT platforms
11/17/2022	Managed Services	Prospect Partners, L.L.C.	Entech SA	NA	<ul style="list-style-type: none"> Prospect Partners, a private equity firm that invests in pre-middle market companies, has made a recapitalization investment in Entech, a managed technology and cybersecurity service provider Entech is a leading managed technology and cybersecurity services provider offering a full suite of IT solutions to small and medium-sized companies in the Southwest Florida region
11/10/2022	Managed Services	Summit Hosting LLC	Handy Networks LLC	NA	<ul style="list-style-type: none"> Summit Hosting, one of the largest providers of virtual servers and cloud-based application hosting in the U.S. and Canada and backed by Silver Oak Service Partners, a leading middle market private equity firm, announced that it has acquired Handy Networks Handy Networks provides a full suite of managed cloud hosting solutions including self-managed dedicated servers, fully managed dedicated servers, single server colocation, hosted Microsoft Exchange Server and hosted SQL server applications
11/8/2022	Managed Services	Xobee Networks, LLC	Interconnect Networks Inc	NA	<ul style="list-style-type: none"> Xobee Networks, the premier Managed IT support tech experts across California, has acquired Interconnect Networks, a pioneer in technology solutions based in Palm Springs, California The acquisition of Interconnect enables Xobee to empower businesses and other organizations throughout the state by further extending technology services, cybersecurity, and network support to more businesses, nonprofits, and other organizations
11/2/2022	IT Staffing	TorQuest Partners and Cornell Capital	S.i. Systems Ltd.	NA	<ul style="list-style-type: none"> Cornell Capital, a New York based private equity firm, and TorQuest Partners, one of Canada's leading private equity firms, announced that they have completed an investment in S.i. Systems ULC, Canada's largest information technology staffing company S.i. Systems leverages its proprietary MatchGuide™ technology to offer its customers a comprehensive suite of solutions for on-demand access to high-skilled IT talent necessary to support their most critical business initiative
11/1/2022	VAR	Cognizant Technology Solutions Corporation	Professional services and application management practices of OneSource Virtual, Inc.	\$120.0	<ul style="list-style-type: none"> Cognizant (NASDAQ: CTSI) has entered into an agreement to acquire the professional services and application management practices of OneSource Virtual, a Workday partner based in Dallas, Texas Acquiring these practices will complement Cognizant's existing finance and HR advisory implementation services with Workday, expanding capabilities in consulting, deployment, and post-deployment support across North America and the United Kingdom
11/1/2022	Managed Services	Dataprise, Inc.	Reboot Networks	NA	<ul style="list-style-type: none"> Dataprise, a premier provider of managed IT infrastructure services and cybersecurity solutions to strategic IT leaders nationwide, announced the acquisition of Reboot Networks, a California-based managed service provider The acquisition provides Reboot Networks' clients access to Dataprise's broad portfolio of powerhouse services including cybersecurity, disaster recovery and cloud while enabling Dataprise to expand its local presence across the West Coast and Boston

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



Sean Smith
Analyst
ssmith@tmcapital.com
212.809.1368



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