

TECHNOLOGY MONTHLY

MAY 2023

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 SYNOPSISIS



- Cprime, a leading global Agile, product, and technology consulting company, announced the acquisition of Elabor8, an Australian-based digital transformation consultancy specializing in Agile, Product, and DevOps services
- In joining forces, Cprime and Elabor8 will be able to offer clients digital transformation capabilities at scale – leveraging its significant experience as an Atlassian Platinum Partner status for Cprime, Gold Partner for Elabor8, and a joint certification as Gold SPCT SAFE consultant



- Potomac Equity Partners, LLC, a Washington, D.C.- based investment firm, announced an investment in and partnership with Watermark Solutions, LLC, a leading and rapidly growing provider of enterprise resource planning (“ERP”) business solutions, technology and hosting services
- Headquartered in Houston, TX, Watermark provides technical evaluations and IT consulting services to enable clients in various industries to address their unique needs and the professional services to implement ERP solutions in a variety of configurations based on clients' business challenges and processes



- Sopra Steria (Euronext Paris: SOP), a European tech leader recognized for its consulting, digital services and software development, and CS Group (Euronext Paris: SX), a major player in the design, integration and operation of critical systems, announced that Sopra Steria has acquired a majority stake in CS Group
- Based in France, CS Group provides a variety of design, integration and operation of mission critical solutions including decision-making, cybersecurity and digital continuity services for customers in the defense, space, transportation and energy sectors



- Pavion (formerly Corbett Technology Solutions), a Chantilly, Virginia-based audiovisual design installation and maintenance firm backed by Wind Point Partners, has acquired Security Source, an Andover, MA-based company that specializes in the rapid and nationwide installation and service of video-based security
- Security Source designs, implements, and services video-based security and loss prevention systems for multi-location businesses in high growth enterprise and retail sectors including financial services, QSR and personal storage



- BGSF, Inc. (NYSE: BGSF), a growing provider of consulting, managed services and professional workforce solutions, announced that it has completed the acquisition of substantially all of the assets of Arroyo Consulting LLC
- Based in Nashville, Tennessee, Arroyo Consulting is a nearshore / offshore professional workforce solutions firm that specializes in IT and software development with operations in the US, Colombia and India



- Thrive, a premier provider of Cybersecurity, Cloud and Digital Transformation Managed Services, announced that it has acquired Storagepipe, a world-class Cloud, Data Protection, Managed Services and Cybersecurity provider based in Toronto, Ontario
- Storagepipe offers comprehensive Backup-as-a-Service (BaaS) and Disaster Recovery-as-a-Service (DRaaS) platforms, including Disaster Recovery for VMware and Hyper-V systems and IBM I (AS/400, iSeries), and is a Microsoft Cloud Service Provider with an extensive portfolio of Microsoft 365 services



- Globant (NYSE: GLOB), a digitally native technology services company, announced that it has acquired ExperienceIT, a U.S.-based digital transformation consultancy
- ExperienceIT offers its clients design, delivery, advisory, and agile training services in connection with end-to-end digital transformation projects related to customer service experience, M&A integration, IT modernization, and digital optimization, among other areas

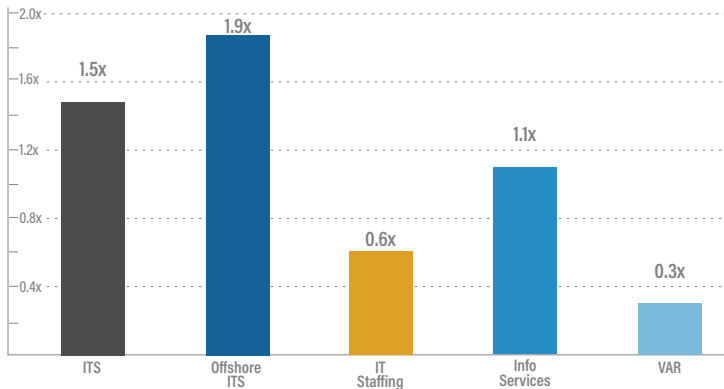
IT Services

IT Staffing

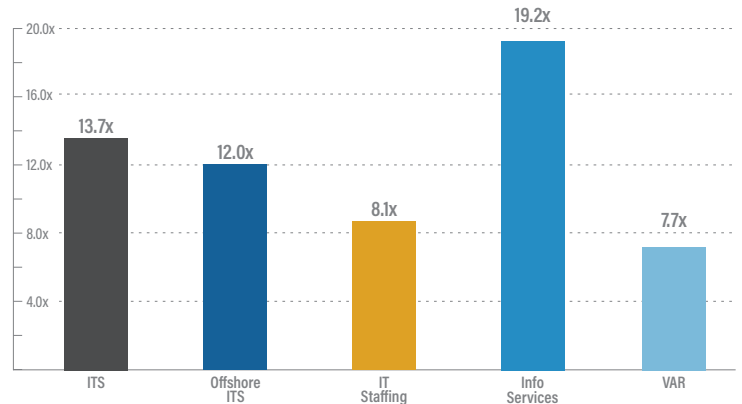
Managed Services

TECHNOLOGY GROWTH & VALUATION TRENDS

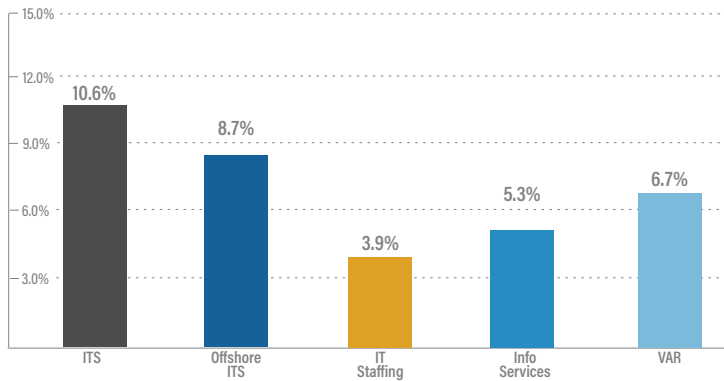
Enterprise Value / LTM Revenue



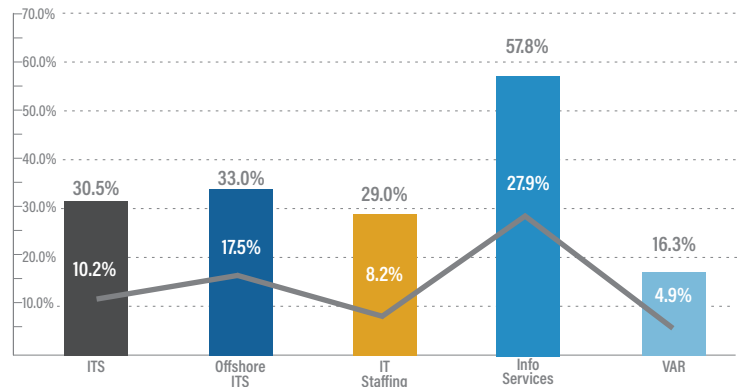
Enterprise Value / LTM EBITDA



LTM Revenue Growth

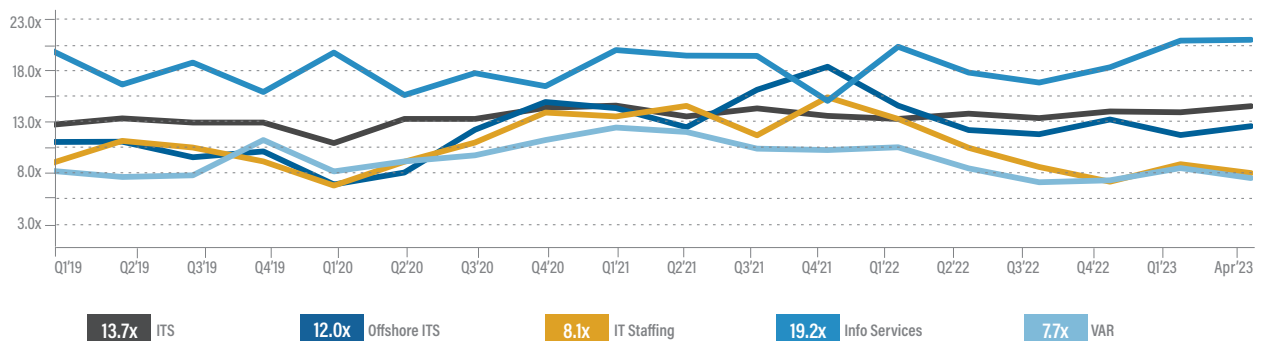


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
4/25/2023	IT Services	MCA Connect, LLC	Pervicta, LLC	NA	<ul style="list-style-type: none"> MCA Connect, the Denver, Colorado-based system integrator backed by RLH Equity Partners, has acquired Dallas, Texas-based Pervicta, LLC, a data consultancy specializing in data strategy and AI/machine learning Pervicta is a specialized data consultancy offering decades of experience in data strategy, data modeling, reporting, and advanced analytics
4/25/2023	IT Services	10Pearls, LLC	Symbox Limited	NA	<ul style="list-style-type: none"> 10Pearls, a digital product innovation and software engineering leader, has acquired Symbox, a UK-based boutique software development company that specializes in the Telecommunications, Media, and Entertainment industries Symbox helps world-leading telecommunications, media, and entertainment organizations simplify complex process orchestration, integration & automation challenges through innovative enterprise software solutions and business services
4/24/2023	IT Services	Zeal Partners, LLC	Everpeak Partners LLC	NA	<ul style="list-style-type: none"> Zeal Partners, a people-first holding company based in Chicago, has announced the acquisition of Everpeak Partners, a revenue operations firm specializing in custom Salesforce integrations and support Founded in 2017, Everpeak's skilled team consists of Salesforce solution architects, data architects, and industry consultants, with extensive expertise in Salesforce Sales Cloud, Pardot, Service Cloud, Experience Cloud, CPQ, and Marketing Cloud
4/18/2023	IT Services	TNS Inc.	Managed hosting and colocation business of Born Technology, LLC	NA	<ul style="list-style-type: none"> Transaction Network Services (TNS), a Reston, Virginia-based provider of infrastructure, connectivity, data and analytic services for the financial sector, acquired Chicago, Illinois-based Bornlec's managed hosting and colocation business The acquisition expands mission-critical connectivity for TNS' diverse customer portfolio of exchanges and trading venues, buy- and sell-side institutions, market data vendors, software developers and cloud service providers around the world
4/10/2023	Managed Services	Supra ITS	Managed Services business of FlexiTy Solutions Inc.	NA	<ul style="list-style-type: none"> Supra ITS, a Canadian provider of IT managed services, acquired the managed IT and VOIP services unit of Flexity, a Canadian provider of telephony, data center, and IT network infrastructure The acquisition brings a number of trained IT personnel to the Supra family, along with tools, processes and data centers that clients have relied on for their IT and telephony needs over the years
4/10/2023	VAR	Clarus Communications, LLC.	Datatel Solutions Inc.	NA	<ul style="list-style-type: none"> Clarus Communications, a leading technology services distributor, has announced that the Company has merged with California-based distributor Datatel Solutions Datatel Solutions is a full-service technology distributor representing hundreds of agents and nearly every major telecommunications carrier and technology service provider nationwide
4/4/2023	Managed Services	Bridgepoint Advisers Limited; Bridgepoint Development Capital IV	DataExpert BV	NA	<ul style="list-style-type: none"> Bridgepoint announced that Bridgepoint Development Capital IV (BDC IV), a fund focused on investing in mid-market growth businesses, has made a strategic investment in DataExpert, a leading provider of products and services to combat cybercrime and fraud, and deliver forensic and incident response services DataExpert is a managed service provider of cybersecurity technology solutions focused on helping customers fight cyber-crime and fraud and it specializes in supplying and supporting complex post-incident forensics and analytic tools

Selected TM Capital Technology Experience



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