

# TECHNOLOGY MONTHLY

SEPTEMBER 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

VAR

## HEADLINE TRANSACTIONS

TARGET

ACQUIROR

ACQUISITION SYNOPSISIS



- Gallant Capital Partners completed a strategic investment in DynTek, an Irvine, CA-based IT services, cybersecurity, and risk management organization, and rSolutions Corporation, a Canada-based technology solutions provider renowned for its expertise in cybersecurity and data management
- As part of the investment, Gallant will unify both organizations under a single leadership structure and investment umbrella. The combined entities will be led by Paul Kerr, the former founder of Scaler Decisions, who will serve as Chief Executive Officer and be tasked with executing the strategic business goals of the consolidated business



- Cegeka Groep, a prominent European IT solutions provider backed by Gimv, acquired Computer Task Group (CTG), a leading global IT services and solutions company with a strong track record in healthcare, life sciences, and technology services
- CTG, with its headquarters in Belgium, expands Cegeka Groep's global footprint and strengthens its capabilities in key sectors, offering clients an even broader range of innovative IT solutions and expertise to support their evolving technology needs



- Cloud Mellow Consulting, a prominent cloud services and IT consulting company, acquired Idea Marketing Group, a dynamic digital marketing agency renowned for its innovative strategies and creative solutions
- Idea Marketing Group, founded in 2012, has exceptional creative capabilities and expertise in digital marketing which complement Cloud Mellow Consulting's strategic vision, diversifying their service offerings and expanding their capabilities in the digital marketing space to provide comprehensive solutions for clients



- Strata Information Group, a renowned data analytics and business intelligence solutions provider backed by Fort Point Capital, acquired Triaxiom Security, a cybersecurity consulting firm with a strong track record of delivering cutting-edge security solutions
- Established in 2010, Triaxiom Security's expertise in cybersecurity strategy and risk management aligns perfectly with Strata Information Group's strategic direction, bolstering their capabilities to offer comprehensive data protection services and enhancing their position as a leader in data-driven security solutions



- RCG Global Services, a prominent global IT consulting and digital transformation company backed by Frontenac Company, acquired Woodridge Software, a dynamic software development firm known for its innovative software solutions and expertise in custom software development
- Founded in 2008, Woodridge Software's proficiency in crafting tailored software solutions complements RCG Global Services' strategic vision, expands their service offerings and bolsters their position as a leading provider of comprehensive IT and digital solutions



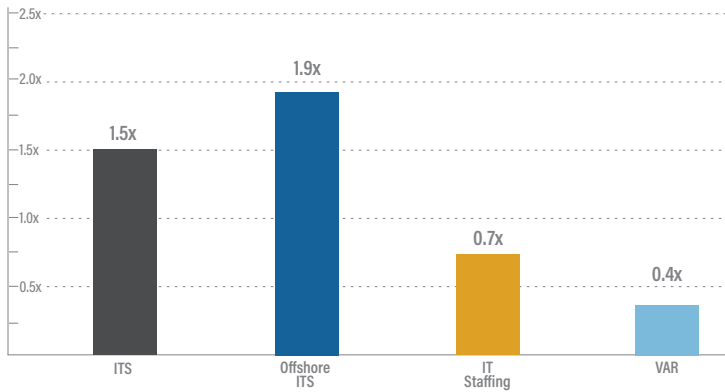
- BlueAlly Technology Solutions, a leading IT services and consulting company backed by Source Capital, acquired Strata Consulting, a dynamic firm specializing in data analytics and business intelligence solutions
- Founded in 2013, Strata Consulting's expertise in data analytics complements BlueAlly Technology Solutions' strategic goals and expands their capabilities to provide comprehensive data-driven solutions



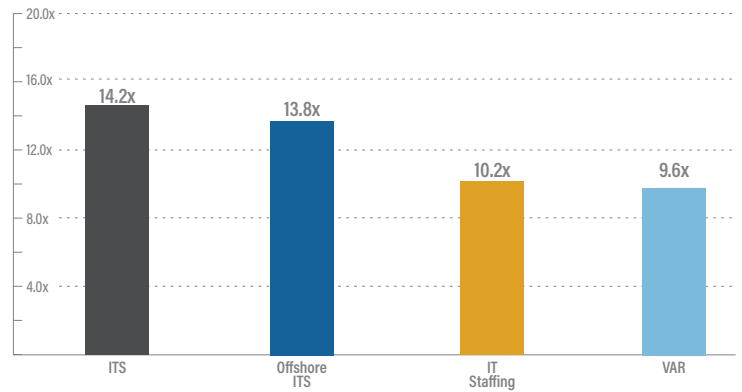
- ManTech International Corporation, a leading provider of technology solutions to the U.S. government, acquired Definitive Logic, a highly-regarded technology consulting firm known for its expertise in digital transformation and data analytics
- Definitive Logic, founded in 1996 and headquartered in Virginia, excels in helping government agencies modernize their digital infrastructure and harness the power of data analytics. This acquisition strengthens ManTech's position in the government technology sector, augmenting its capabilities to deliver cutting-edge solutions and support digital transformation initiatives for its government clients

# TECHNOLOGY GROWTH & VALUATION TRENDS

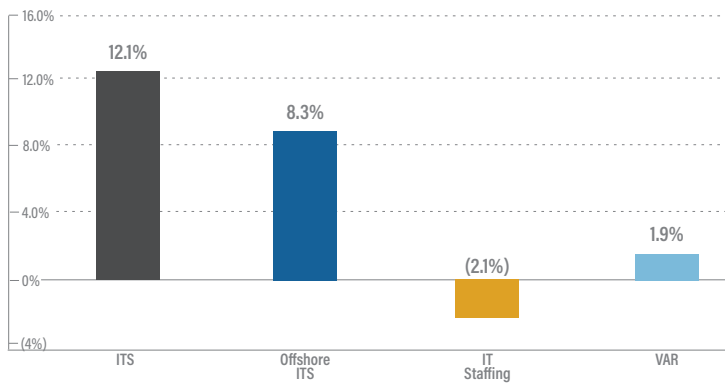
Enterprise Value / LTM Revenue



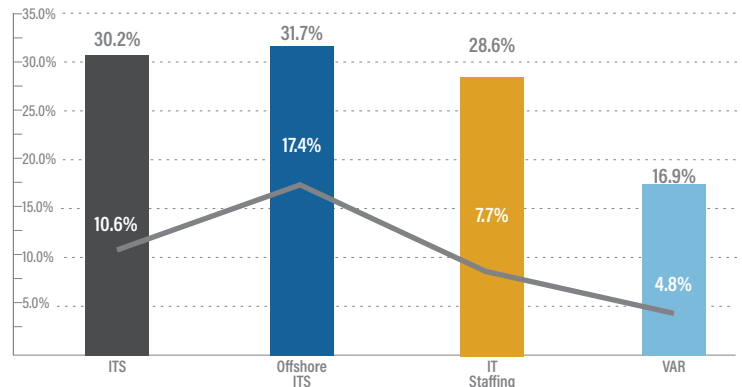
Enterprise Value / LTM EBITDA



LTM Revenue Growth

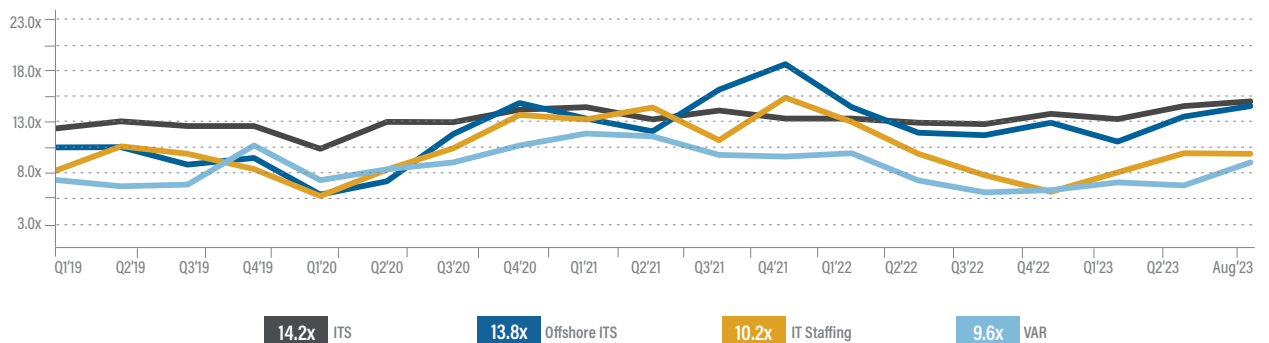


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA



# SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
8/16/2023	IT Services	Evolver Inc	Solutions By Design II, LLC	NA	<ul style="list-style-type: none"> <li>Evolver, an IT transformation and cyber security solutions provider owned by Converged Security Solutions, acquired Solutions By Design II, expanding its reach into the government sector</li> <li>Solutions By Design II, founded in 1989, is a federal government contractor specializing in cybersecurity, application development, and cloud solutions</li> </ul>
8/16/2023	IT Services	Egen Solutions, Inc.	SpringML, Inc.	NA	<ul style="list-style-type: none"> <li>Egen Solutions, a cloud migration, application modernization and platform engineering provider, merged with SpringML, creating a provider with end-to-end capabilities across the cloud, data, analytics, AI and platform engineering spectrum</li> <li>SpringML, backed by Recognize, is a technology services company with leading cloud, data engineering, analytics and AI capabilities</li> </ul>
8/4/2023	IT Services	Ascendion, Inc.	Nitor Infotech Private Limited	NA	<ul style="list-style-type: none"> <li>Ascendion, a prominent global IT consulting firm, acquired Nitor Infotech, a dynamic software solutions provider known for its innovative approach to digital transformation and technology optimization</li> <li>Founded in 2006, Nitor Infotech's expertise in software development and digital strategy complements Ascendion's strategic goals, expanding their capabilities to deliver cutting-edge IT solutions</li> </ul>
8/3/2023	IT Services	Endava plc	TLM Partners, Inc.	NA	<ul style="list-style-type: none"> <li>Endava [NYSE:DAVA], a UK-based technology services provider, acquired TLM Partners, giving Endava a powerful edge to capture opportunities in the global gaming industry</li> <li>TLM Partners, based in Reno, NV, provides outsourced development services across design, engineering and art/animation for PC and console video games and other digital entertainment</li> </ul>
8/3/2023	Managed Services	Seaport Capital	CyberlinkASP Technology, Inc.	NA	<ul style="list-style-type: none"> <li>Seaport Capital, a New York-based private equity firm, acquired CyberlinkASP, a Dallas, Texas-based IT management services provider, from Staple Street Capital</li> <li>CyberlinkASP, founded in 1999, is a managed service provider ("MSP") offering fully outsourced IT management services to SMB and enterprise customers</li> </ul>
8/3/2023	Managed Services	Netsurit, Inc.	Vital I/O, Inc.	NA	<ul style="list-style-type: none"> <li>Netsurit, a New York-headquartered IT managed services business and managed service provider, acquired Vital I/O, continuing Netsurit's US market expansion to the Northeast</li> <li>Vital I/O, founded in 1990, is a Maine-based leading MSP company providing flexible, scalable IT managed and cloud services</li> </ul>
8/2/2023	IT Services	Centric Consulting, LLC	The Mako Group, LLC	NA	<ul style="list-style-type: none"> <li>Centric Consulting, an international business and technology consulting firm, acquired The Mako Group, combining Mako's cyber risk management with Centric's existing business and technology services</li> <li>Mako Group, founded in 2009, is a leading cyber risk management firm, offering penetration testing, risk &amp; compliance, audit &amp; assurance and V-Ciso services</li> </ul>
8/1/2023	Managed Services	The 20 MSP	Inerva Technology Advisors	NA	<ul style="list-style-type: none"> <li>The 20 MSP, a Plano, Texas-based managed services provider for small- and medium-sized businesses, acquired Inerva Technology Advisors, strengthening its national footprint</li> <li>Inerva Technology Advisors, founded in 2015, is a well-known and highly reputable IT services firm headquartered in Saint Louis, Missouri</li> </ul>

## Selected TM Capital Technology Experience



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