

TECHNOLOGY MONTHLY

JANUARY 2024

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









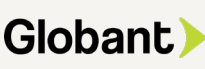






VAR

HEADLINE TRANSACTIONS

TARGET

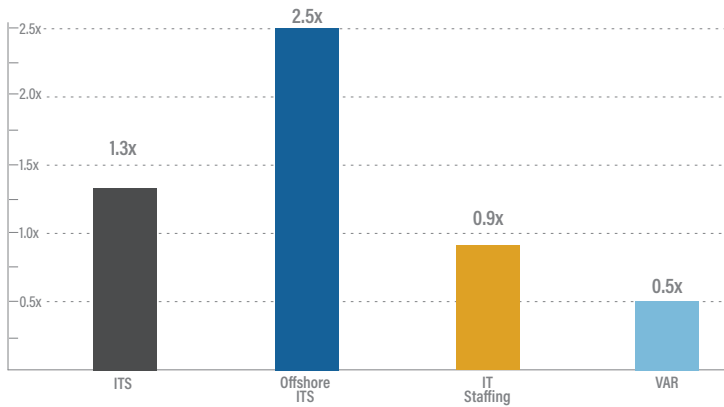
ACQUIROR

ACQUISITION SYNOPSISIS

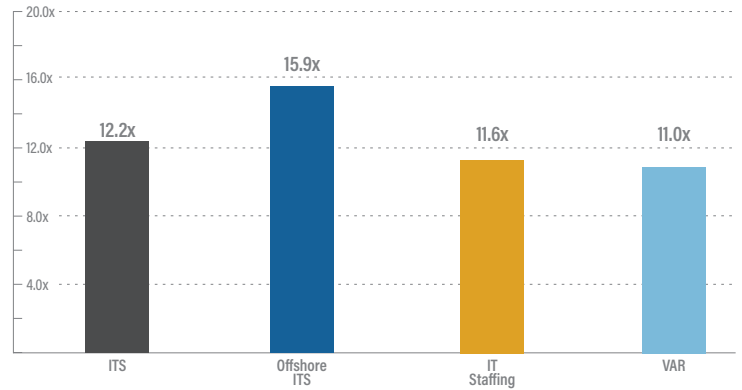
VAR	 a portfolio company of 		<ul style="list-style-type: none"> Calian Group, a leading provider of a diverse range of technology solutions throughout North America, acquired Decisive Group, a leading provider of IT infrastructure and cyber security services backed by Third Century Decisive, founded in 2001, is focused on designing, building and managing complex IT environments and critical data for its expansive roster of government, commercial and enterprise clients, which strengthens Calian's enterprise infrastructure, managed services and on-demand solutions offering
			<ul style="list-style-type: none"> H.I.G. Capital, a leading global alternative investment firm, acquired Mainline Information Systems, a leading, diversified IT solutions provider serving the infrastructure needs of blue-chip enterprises Mainline, founded in 1985, designs and implements custom IT solutions for enterprises and provides associated professional and managed services for a network of loyal customers
Managed Services			<ul style="list-style-type: none"> VC3, a Columbia, SC-based managed IT and cybersecurity services provider backed by Nautic Partners, acquired FPA Technology Services, a Los Angeles-based outsourced IT service provider FPA, founded in 1991, has forged long-standing customer relationships and earned its reputation as a trusted partner in the IT services space, which expands VC3's roster of loyal customers in the California market
IT Services			<ul style="list-style-type: none"> Globant, a digitally native solutions provider offering innovation, design and engineering services worldwide, acquired Iteris, a Brazilian business and technology consultancy focused on delivering digital transformation services Iteris, founded in 2009, offers end-to-end solutions across a diverse set of industries and serves a rich network of blue-chip Brazilian companies, which enhances Globant's current offerings in the region
			<ul style="list-style-type: none"> Accenture, a global strategy, technology and operational services provider, acquired Redkite Data Intelligence, a UK-based data consultancy that specializes in full-stack data expertise Redkite, founded in 2018, has deep expertise in the consumer goods and services, retail and media industries, and helps expand Accenture's ability to accelerate its digital transformation services using AI technology
			<ul style="list-style-type: none"> Cognizant, a global provider of consulting, technology and outsourcing services, acquired Thirdera, an Elite ServiceNow Partner backed by Sunstone Partners, specializing in advisory, implementation and optimization solutions Thirdera, founded in 1997, is the largest independent global pure-play ServiceNow consultancy, which brings an on-and-near-shore global presence for the Cognizant ServiceNow Business Group and makes them one of the largest and most highly accredited ServiceNow partners in the world
			<ul style="list-style-type: none"> Insight Enterprises, a global solutions integrator driving client success through digital innovation, acquired SADA Systems, a leading cloud business and technology consultancy and six-time Google Cloud Partner of the Year SADA, founded in 2000, has deep engineering capabilities across the entire Google Cloud stack and specializes in Google Cloud priority workloads, which strengthens Insight's unique position as a leading solutions Integrator

TECHNOLOGY GROWTH & VALUATION TRENDS

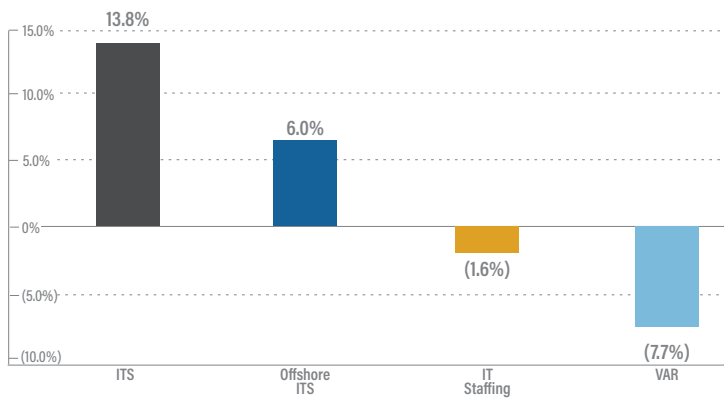
Enterprise Value / LTM Revenue



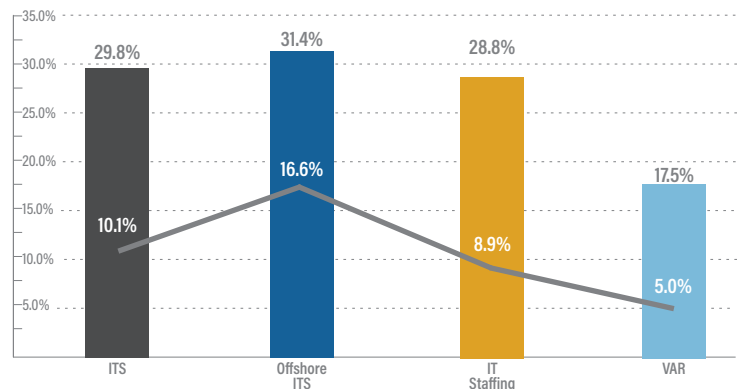
Enterprise Value / LTM EBITDA



LTM Revenue Growth

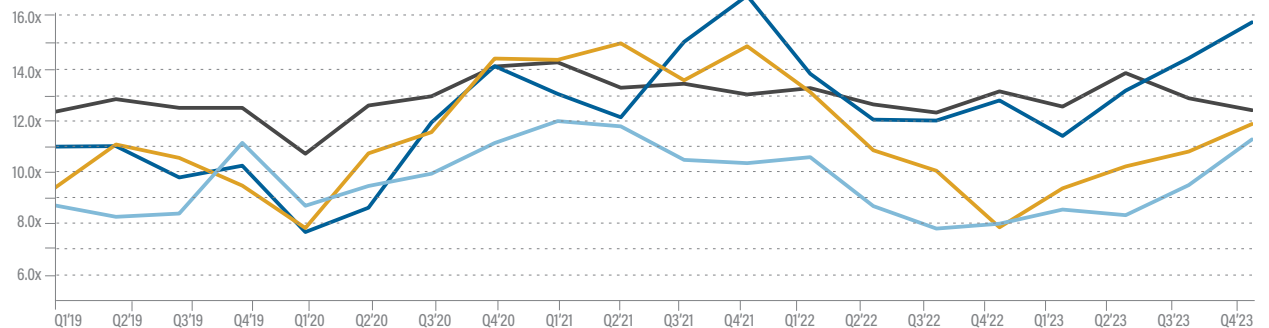


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



12.2x ITS

15.9x Offshore ITS


11.6x IT Staffing

11.0x VAR


SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
12/22/2023	IT Services	Accenture plc	Customer Management IT, SirfinPA	NA	<ul style="list-style-type: none"> Accenture, a global strategy, technology and operational services provider, acquired Customer Management IT (CMIT) and SirfinPA, boosting its ability and capacity to support innovation in the Italian public sector CMIT and SirfinPA are a pair of leading, jointly-owned Italian technology consultancies supporting the public sector and specializing in justice and public safety
12/12/2023	IT Services	GlobalLogic Inc.	Katzion Technology Solutions Pty. Ltd.	NA	<ul style="list-style-type: none"> GlobalLogic, a Hitachi Group digital engineering company based in Santa Clara, CA, acquired Katzion Technology Solutions, enhancing its ability to better serve OEMs and offer new service lines centered around direct-to-consumer solutions Katzion, founded in 2017, is a leading provider of specialized services for the automotive industry with a strong focus on CRM consulting, digitization, automation and connected systems solutions
12/12/2023	IT Services	Oliver Wyman, Inc.	SeaTec Consulting Inc.	NA	<ul style="list-style-type: none"> Oliver Wyman, a global management consulting firm, and a business of Marsh McLennan, acquired SeaTec Consulting, which will join CAVOK, a division of Oliver Wyman focused on aviation services SeaTec, founded in 2002, is a leading provider of consulting, engineering, and digital expertise across the aviation, aerospace and defense and transportation industries
12/11/2023	Managed Services	IT Solutions Consulting, Inc.	The Network Pro, Inc.	NA	<ul style="list-style-type: none"> IT Solutions Consulting, a Nautic Partners-backed managed service provider serving various sectors across the United States, acquired The Network Pro, enhancing its support capabilities for its legal and manufacturing verticals The Network Pro, founded in 2003, is a managed IT and security provider dedicated to elevating businesses through state-of-the-art IT support, services and products
12/7/2023	Managed Services	Custom Computer Specialists	Clarity Technology Group	NA	<ul style="list-style-type: none"> Custom Computer Specialists (CCS), a Columbia River Partners-backed IT services company based in Hauppauge, NY, acquired Clarity Technology Group, expanding its presence into the Mid-Atlantic region Clarity, founded in 1999, is a growing managed services provider with robust public and private Cloud and Communications capabilities within multiple industries, including Healthcare, Biotech, Defense and Construction
12/7/2023	Managed Services	Intelligent Technical Solutions	OneClick Solutions Group	NA	<ul style="list-style-type: none"> Intelligent Technical Solutions, a provider of managed information technology services backed by Tower Arch Capital, acquired OneClick Solutions Group, further strengthening and expanding its geographic footprint in California OneClick, founded in 2006, offers a wide variety of IT services intended to serve small and medium-sized businesses in the San Francisco area
12/4/2023	IT Services	Fincons.US, Inc.	PDG Consulting LLC	NA	<ul style="list-style-type: none"> Fincons.US, a fully owned subsidiary of the Italian IT business consulting and system integration company Fincons Group, acquired PDG Consulting, continuing its strategy of international expansion, specifically to the Indian market PDG, founded in 2010, is a business intelligence and digital transformation company specializing in the media & entertainment sector, with offices in the United States and India
12/1/2023	IT Services	Servicepoint	INN04 LLC	NA	<ul style="list-style-type: none"> Servicepoint, an IT lifecycle management company providing field service solutions backed by Mill Point Capital, acquired INN04, expanding its geographical reach, service offering and ability to serve existing and new customers throughout North America INN04, founded in 2010, is a Boston-based technology integrator and solutions provider, focused on designing, installing and supporting custom technology solutions for large enterprise customers
12/1/2023	Managed Services	Seacoast Capital Partners V, L.P.	Focus Technology Solutions, Inc.	NA	<ul style="list-style-type: none"> Seacoast Capital Partners, a lower-middle market non-control growth capital investor, acquired Focus Technology Solutions, marking its first investment out of its fifth fund Focus Technology, founded in 1997, is an award-winning provider of hardware, software and managed IT and professional services to businesses across the United States


Selected TM Capital Technology Experience




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