

TECHNOLOGY MONTHLY

JULY 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 SYNOPSIS



KONICA MINOLTA
ERP Business



- Avaniko Technologies, an India-based provider of digital transformation services for small and mid-sized businesses, acquired the Enterprise Resource Planning (ERP) business of Konica Minolta, a leading provider of business automation, management solutions and IT services
- The ERP business of Konica Minolta, formed through the acquisition of MWA Intelligence in 2018, offers a robust ERP system under the "Forza" brand name, that fully integrates with SAP Business One, expanding Avaniko's ERP offering within the imaging market



- Cognizant, a leading global IT services provider, offering consulting and outsourcing services to large enterprise clients, acquired Belcan, an AE Industrial Partners-backed provider of Engineering Research & Development (ER&D) services to aerospace, defense, space, marine and industrial businesses
- Belcan, founded in 1958, has deep software, IT, supply chain and manufacturing engineering capabilities and domain expertise, establishing Cognizant as a clear industry leader in the aerospace & defense market



- US Signal, an Igneo Infrastructure Partners-backed digital infrastructure services provider, acquired OneNeck IT Solutions and Data Center Holdings, a secure hybrid IT and multi-cloud solutions provider owned by Telephone and Data Systems
- OneNeck, founded in 1997, offers its managed hosting services through data centers in six Western and Midwestern states, greatly expanding the reach and data center infrastructure of US Signal across the Western U.S.



- Ark Technology Consultants, a Station Partners-backed IT and cloud services platform, acquired 5S Technology, a full-service professional and managed IT services firm based in Cary, NC
- 5S Technology, founded in 2014, specializes in Nutanix services, security offerings and data center solutions centered around day-to-day operations and project optimization, growing Ark's presence in the North and South Carolina managed services market



- Turnout Industries, a Chicago-based diversified holding company targeting both control and non-control investments, acquired Dewpoint, a Lansing, MI-based IT managed services provider
- Dewpoint, founded in 1996, specializes in IT architecture stack transformation through cybersecurity improvements, strategic assessments, managed IT services and application development, expanding Turnout Industries' portfolio and its presence within the IT solutions market



- Omega Systems Consultants, a Pfingsten-backed provider of IT hosting and cyber security services, acquired Amnet and Cloudpath (jointly known as Amnet), a managed IT services firm working with businesses across the financial services, maritime, life science and professional services sectors
- Amnet, founded in 2019, provides a broad range of services including cybersecurity, connectivity, managed cloud services, disaster recovery and audio/visual support, adding secure connectivity as a core service offering for Omega



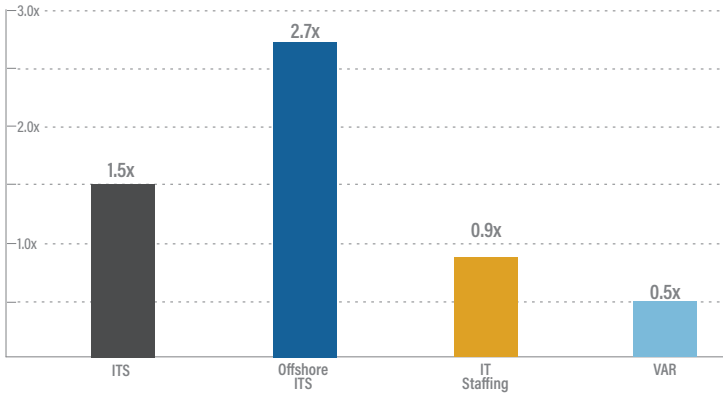
- Buchanan Technologies, a Lightview Capital-backed managed IT and cloud services provider, acquired Technology Spa, a Dallas, TX-based cloud orchestration and enterprise productivity solutions provider
- Technology Spa, founded in 2015, specializes in small and enterprise-grade cloud technology platforms like Microsoft 365, AWS and ServiceNow, further enhancing Buchanan's cloud orchestration and assessment capabilities

IT Services

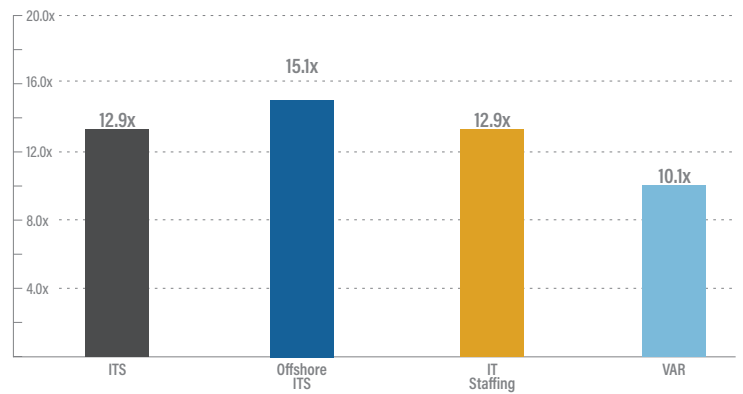
Managed Services

TECHNOLOGY GROWTH & VALUATION TRENDS

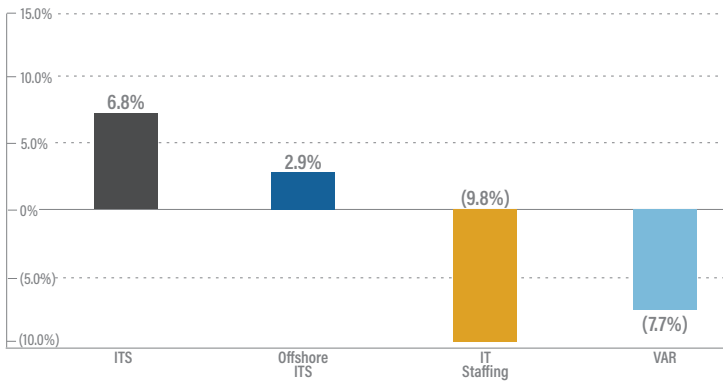
Enterprise Value / LTM Revenue



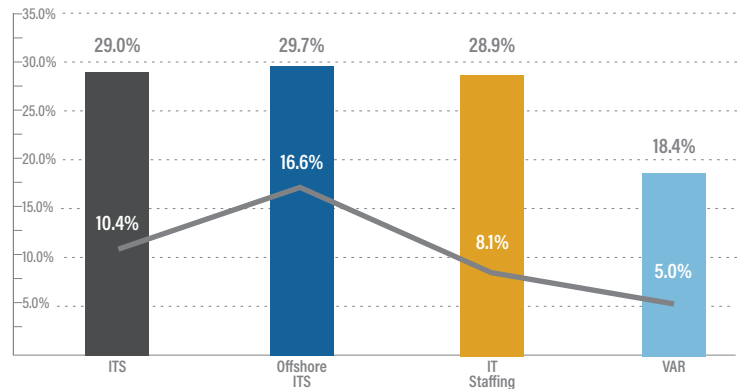
Enterprise Value / LTM EBITDA



LTM Revenue Growth

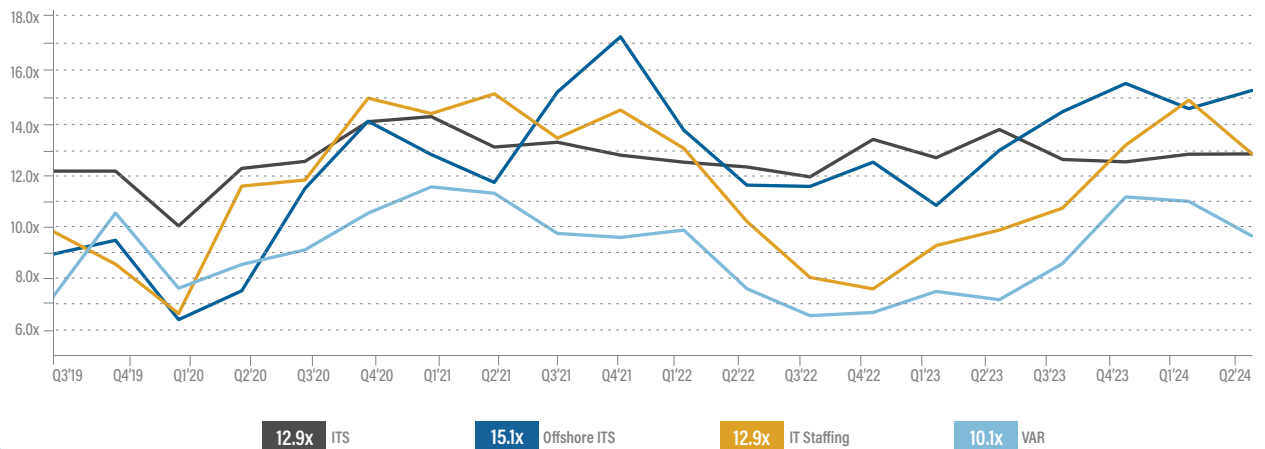


LTM Gross & EBITDA Margin*



*EBITDA Margins shown as the gray line.

TEV / EBITDA



SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
6/27/2024	IT Services	TPG Inc.	Altimetrik Corp.	NA	<ul style="list-style-type: none"> TPG, a leading global alternative asset and private equity firm based in New York, NY, acquired a majority stake in Altimetrik, accelerating its expansion into new markets and verticals Altimetrik, founded in 1998, is a pure-play digital business services company, providing solutions for platform modernization, cloud, data and AI projects
6/20/2024	Managed Services	PDI Technologies, Inc.	Nuspire, LLC	NA	<ul style="list-style-type: none"> PDI Technologies, a leading developer of enterprise-class retail automation software systems, acquired Nuspire, diversifying the offering and end markets for its cybersecurity and managed network services business segment Nuspire, founded in 1999, is an Abry Partners-backed managed network and security services provider to businesses in the manufacturing, automotive and financial service markets
6/20/2024	IT Staffing	Oxford Global Resources, LLC	Linksap Europe Limited	NA	<ul style="list-style-type: none"> Oxford Global Resources, an H.I.G. Capital-backed professional services firm providing staffing and consulting solutions, acquired Linksap, bolstering its high-end system application product (SAP) staffing capabilities in the European market Linksap, founded in 2015, is a leading provider of specialty staffing services for the SAP software ecosystem, serving professionals across Europe
6/10/2024	Managed Services	IT Solutions Consulting, Inc.	Steady Networks, Inc.	NA	<ul style="list-style-type: none"> IT Solutions Consulting, a Nautic Partners-backed managed services provider working with companies and non-profit organizations across North America, acquired Steady Networks, enhancing its support capabilities for government contractors, healthcare and legal companies Steady Networks, founded in 2012, provides IT services, including cloud services, network security and remote support, across the Southwest
6/10/2024	IT Services	MOURI Tech LLC	Vertisystem Inc.	NA	<ul style="list-style-type: none"> MOURI Tech, a global provider of enterprise IT and digital transformation solutions, acquired Vertisystem, growing its presence in the gaming and hospitality industries and expanding its Global reach in the U.S. and India Vertisystem, founded in 2008, is a Fremont, CA-based cloud and data migration services provider specializing in the gaming and hospitality industries
6/6/2024	Managed Services	Netsurit, Inc.	Avaunt Technologies LLC	NA	<ul style="list-style-type: none"> Netsurit, a managed IT, cloud and security services provider, acquired Avaunt Technologies, continuing its geographic expansion strategy across the West Coast Avaunt Technologies, founded in 1989, is a managed IT, cloud computing, cyber security and IT consulting services provider operating in the Pacific Northwest
6/3/2024	IT Services	Fintova LLC	NexGen360, LLC	NA	<ul style="list-style-type: none"> Fintova and Nexgen 360, two leading consultancies offering strategic advisory, technology, operations and risk management services to the financial services industry, merged to create Fintova Partners The newly formed Fintova Partners platform combines the extensive domain experience of two industry veterans, enabling it to better support large financial services firms in their utilization of AI and advanced technologies to optimize operations and enhance risk management practices

Selected TM Capital Technology Experience



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