

# TECHNOLOGY MONTHLY







JUNE 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      Transaction Processing      Info Services      VAR

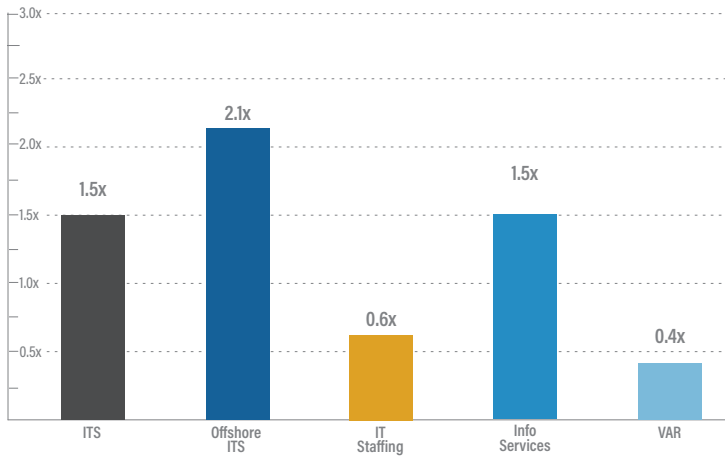
## HEADLINE TRANSACTIONS

TARGET      ACQUIROR      ACQUISITION SYNOPSIS

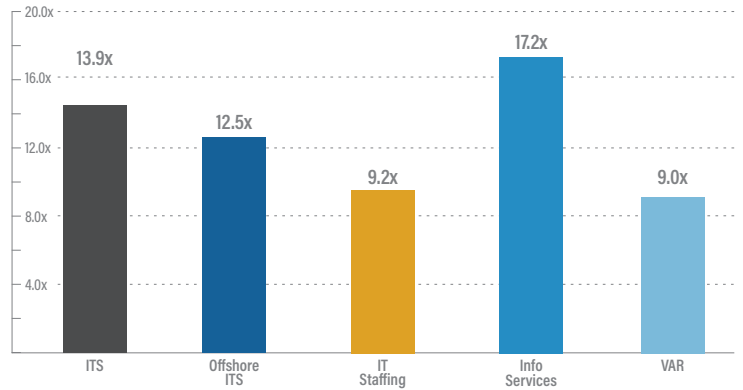
	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
IT Staffing			<ul style="list-style-type: none"> <li>Astek announced its acquisition of Serti Placement TI, a Montréal firm specializing in IT recruitment and placement, enabling Astek to add valuable human resources to its workforce, for the benefit of its customers</li> <li>Serti Placement TI offers its clients an extensive range of expertise including staff recruitment and placement services, providing competitive commercial conditions and selecting handpicked professionals who are supported by its technical teams</li> </ul>
IT Services			<ul style="list-style-type: none"> <li>Converge Technology Solutions (TSE:CTS), a Canada-based software-enabled IT &amp; cloud solutions provider, has agreed to acquire PC Specialists, an entity focused on optimized performance solutions and critical business support, for \$74m USD</li> <li>PC Specialists offers custom-built IT solutions including software &amp; hardware procurement, strategic planning, deployment, data center optimization, IT asset management and cloud computing solutions for clients around the globe</li> </ul>
Managed Services			<ul style="list-style-type: none"> <li>Versent Group d/b/a The Purple Guys, a Kian Capital-backed provider of managed IT services to small and mid-sized organizations, completed the acquisition of Technology Strategies, Inc. d/b/a Accelerate, an Indianapolis, Indiana-based IT managed services provider</li> <li>Accelerate provides full managed services to the Indianapolis area, specializing in customized IT solutions, cloud services and cybersecurity, and leverages technology to give organizations a competitive edge through a business-first mindset, a commitment to strategy, industry-leading talent and unmatched effort</li> </ul>
			<ul style="list-style-type: none"> <li>Nautic Partners announced that it has finalized the recapitalization of IT Solutions Consulting, Inc., a market-leading managed information technology service provider servicing commercial clients throughout the northeast, in partnership with ITS management</li> <li>ITS is a full-service IT services company providing network management and support as well as custom application and web development services to clients across the Greater Philadelphia and Mid-Atlantic regions</li> </ul>
			<ul style="list-style-type: none"> <li>Alfar Capital and Walter Capital Partners have acquired Groupe Access, a leading independent Canadian-managed IT and cybersecurity service provider, in partnership with its management team</li> <li>Groupe Access is an infrastructure Managed Service Provider with a strong focus on cybersecurity solutions including cybersecurity audits, remediation and post-remediation support services coupled with hardware procurement, software implementation, maintenance and support services</li> </ul>
			<ul style="list-style-type: none"> <li>Valeo Networks, a leading Managed Security Service Provider, announced the acquisition of Next I.T., a Michigan-based Managed Service Provider</li> <li>Next I.T. offers a full line of computer hardware, telecommunication equipment, and the professional expertise to remotely install and service systems; Next I.T. specializes in industry-specific solutions that leverage technology, increase productivity, and reduce risk for small and medium-sized businesses</li> </ul>
		  <small>Norwest Equity Partners</small>	<ul style="list-style-type: none"> <li>Coretelligent, a Norwest Equity Partners-backed provider of comprehensive managed and co-managed IT support, cybersecurity, digital transformation, IT strategy, and cloud services announced the acquisition of technology services and solutions provider, Lighthouse Technology Partners</li> <li>The acquisition generates enhanced capabilities to meet the evolving cybersecurity, IT strategy and digital transformation needs of clients of both organizations</li> </ul>

# TECHNOLOGY GROWTH & VALUATION TRENDS

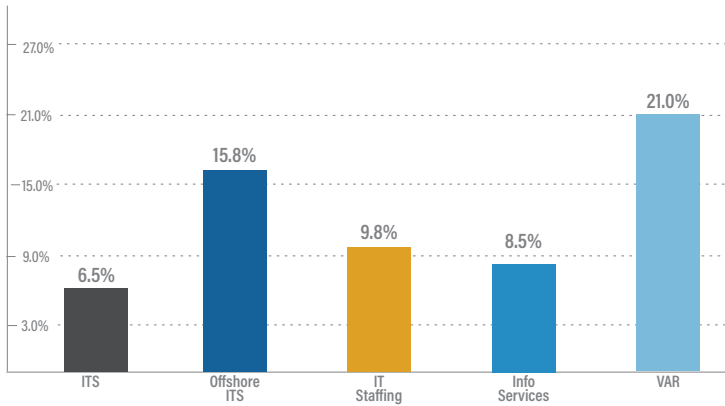
Enterprise Value / LTM Revenue



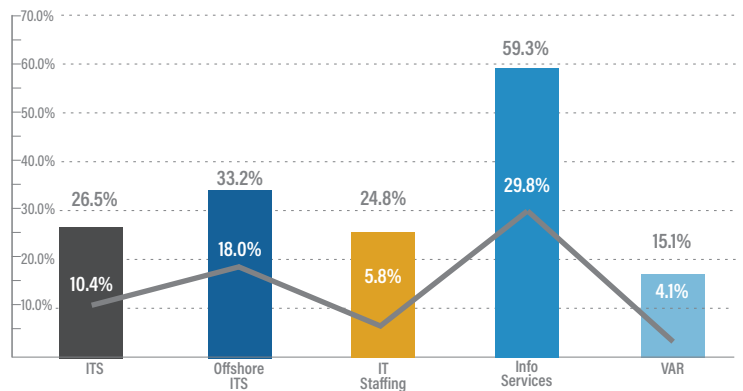
Enterprise Value / LTM EBITDA



LTM Revenue Growth

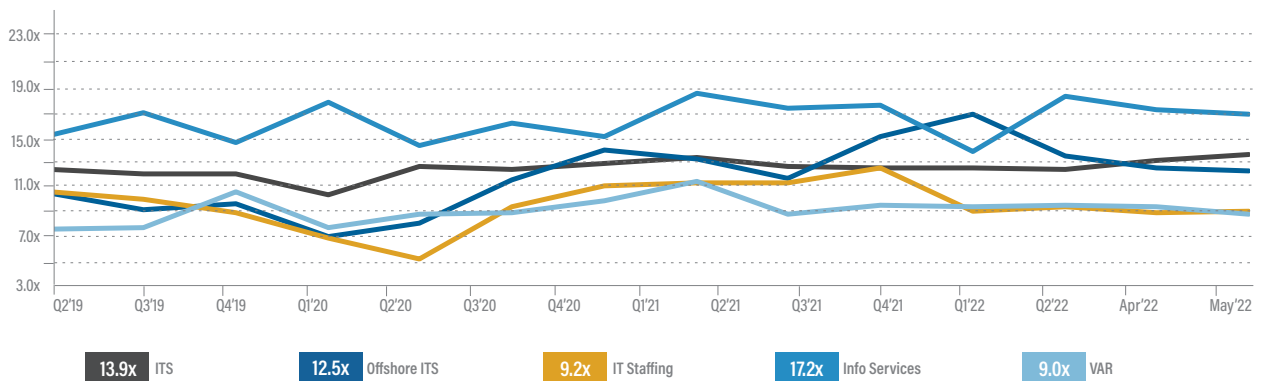


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA








# SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
5/10/2022	IT Services	Magna5 LLC	Stable Networks, Inc.	NA	<ul style="list-style-type: none"> <li>Magna5, a NewSpring Holdings-backed national provider of managed IT services, announced its acquisition of Stable Networks, a North Carolina-based managed IT service provider with clients in the manufacturing, legal and financial sectors</li> <li>Magna5 provides managed IT services, cybersecurity, private and public cloud hosting, backup and disaster recovery and other advanced IT services to midmarket and enterprise customers</li> </ul>
5/11/2022	Managed Services	Charles Thayne Capital LLC	nClouds, Inc.	NA	<ul style="list-style-type: none"> <li>Charles Thayne Capital, a growth-oriented and technology-focused private investment firm, announced that it has acquired nClouds, a leading provider of managed cloud services, alongside CEO partner Shaun Ritchie</li> <li>nClouds provides technology-enabled cloud and DevOps services, partnering with customers to build and manage modern infrastructure solutions on the cloud that enable organizations to deliver innovation faster</li> </ul>
5/11/2022	Managed Services	Modus Create, Inc.	Atlas Authority, LLC	NA	<ul style="list-style-type: none"> <li>Modus Create, a global provider of digital transformation and product development services, announced that it has acquired Atlas Authority, a full-service consulting firm specialized in implementing and customizing Atlassian software</li> <li>Atlas Authority helps organizations maximize the benefits of their software, resulting in improved performance, workflow, and efficiency through tailor-made solutions to meet each client's unique business requirements</li> </ul>
5/17/2022	Managed Services	Attain Capital Partners	Infotek Consulting LLC	NA	<ul style="list-style-type: none"> <li>Infotek Consulting LLC, a leading consultancy and implementer of project-based ERP software, announced a growth equity investment from Attain Capital Partners</li> <li>Infotek provides systems implementation, support and training consulting services, development, and products to clients across the country and around the globe</li> </ul>
5/25/2022	IT Staffing	The Acacia Group	The Baer Group, LLC	NA	<ul style="list-style-type: none"> <li>The Acacia Group, a value-driven operational investor in digital transformation businesses, has acquired The Baer Group, a specialist in high-end technology services supporting major commercial and public sector organizations</li> <li>The acquisition is central to Acacia's strategy of building businesses adept at helping government and commercial organizations access the agile technical talent and services they need to deliver digital transformation</li> </ul>
5/30/2022	Managed Services	Miss Group AB	CloudAccess.net, LLC	NA	<ul style="list-style-type: none"> <li>Miss Group, a fast-growing international web hosting business backed by Perwyn, acquired US-based web hosting provider and WordPress specialist, CloudAccess, from Cloud Equity Group</li> <li>Founded in 2008 and headquartered in Michigan, CloudAccess currently hosts over 20,000 websites and services over 4,000 customers primarily located in the USA across a range of sectors including education, healthcare, non-profit, and governmental institutions</li> </ul>
5/31/2022	Managed Services	Dynamic Quest, Inc.	Managed IT Services Division of Hargray Communications Group, Inc.	NA	<ul style="list-style-type: none"> <li>Dynamic Quest, a Greensboro, North Carolina-based managed IT provider backed by private equity firm Spire Capital, has acquired Hargray's Managed IT Services division ("Hargray Managed IT")</li> <li>Hargray Managed IT offers managed network services, hardware-as-a-service, cloud hosting, backup &amp; disaster recovery, and managed security services for small-to-medium sized business across a wide array of verticals</li> </ul>

## Selected TM Capital Technology Experience

 <p>HAS RECEIVED A STRATEGIC GROWTH INVESTMENT FROM</p> 	 <p>HAS COMPLETED A STRATEGIC RECAPITALIZATION WITH</p> 	 <p>HAS SOLD</p>  <p>TO</p> 	 <p>HAS BEEN ACQUIRED BY</p>  <p>A PORTFOLIO COMPANY OF</p> 
--	--	---	---

## TM Capital's Technology Industry Contacts

 <p><b>Brad Adams</b> Managing Director badams@tmcapital.com 617.259.2203</p>	 <p><b>Jarrad Zalkin</b> Managing Director jzalkin@tmcapital.com 617.259.2207</p>	 <p><b>Kevin Atchue</b> Principal katchue@tmcapital.com 617.259.2209</p>
 <p><b>Ariel Fieldman</b> Analyst afieldman@tmcapital.com 404.995.6237</p>	 <p><b>Steve Hunter</b> Managing Director Sponsor Coverage shunter@tmcapital.com 404.995.6232</p>	