

# TECHNOLOGY MONTHLY

SEPTEMBER 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



- Falfurrias Management Partners, a Charlotte, NC-based PE firm investing in growth-oriented, middle-market businesses, acquired MOXFIVE, a cybersecurity services firm focused on risk management
- MOXFIVE, founded in 2019, helps clients resolve cybersecurity crises in real-time and build more resilient digital environments to prevent future incidents



- Capgemini, a French provider of consulting, IT, technology, outsourcing and local professional services, acquired Syniti, a Bridge Growth Partners and Flexstone Partners-backed leader in enterprise data management software and services, with a global footprint
- Syniti, founded in 1996, specializes in managing complex data quality, data migration and data governance initiatives for some of the world's largest companies



- ePlus, a leading provider of IT, consulting, professional and managed services, acquired Bailiwick, a Norwest Equity Partners-backed provider of industry-leading technology integration, implementation, and support services across North America
- Bailiwick, founded in 1995, specializes in complex, large-scale IT infrastructure projects for Fortune 500 companies and will provide a full spectrum of technology solutions and services to ePlus' customers



- Summit Park, a Charlotte, NC-based private investment firm focused on investing in lower middle market businesses, acquired Hylaine, a North Carolina-based provider of strategic consulting and digital transformation services
- Hylaine, founded in 2017, delivers custom solutions including software development and integration, data enablement, project management and strategic process consulting



- Turnberry Solutions, an ABRYS Partners-backed provider of professional services, project management and staffing, acquired 1904labs, a St. Louis, MO-based software and data solutions consulting firm
- 1904labs, founded in 2016, specializes in cloud-based software and data solutions, deepening Turnberry's digital modernization, AI, data and insights offerings



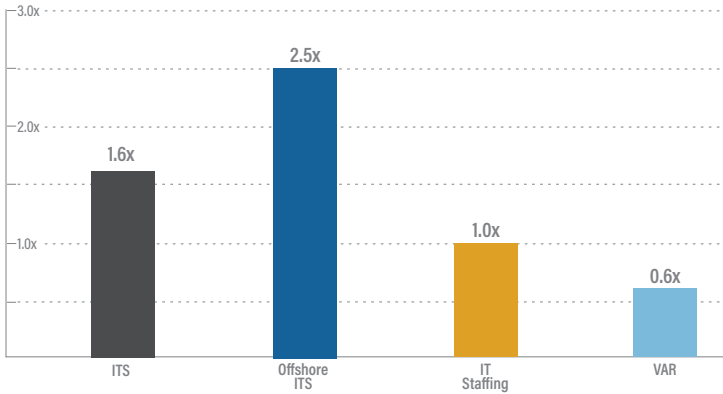
- Apax Partners, a private equity firm focused on making investments across the technology, services, healthcare, internet and consumer sectors, acquired Thoughtworks, a Chicago-based public technology consulting firm, in a take-private transaction valued at ~\$1.75b (1.7x LTM Revenue)
- Thoughtworks, founded in 1993, is a global software development and digital transformation consulting company that integrates strategy, design and engineering services



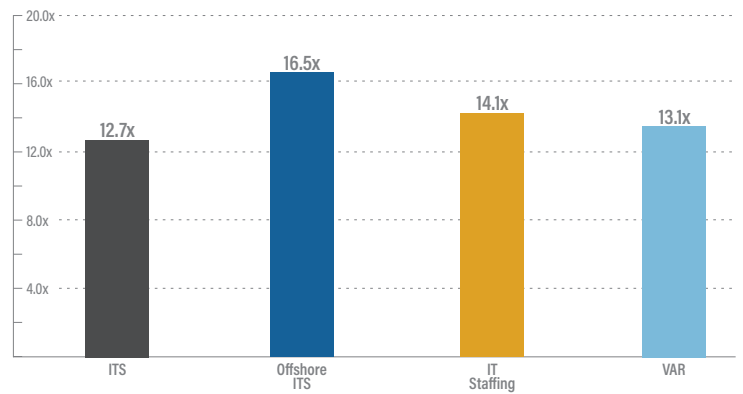
- Cyber Advisors, a Goldner Hawn-backed provider of cybersecurity and technology solutions, acquired BAI Security, an offensive cybersecurity, governance, risk and compliance services provider
- BAI Security, founded in 2007, specializes in comprehensive security solutions for highly regulated industries, such as banking and finance, healthcare, energy and manufacturing, allowing Cyber Advisors to offer a comprehensive suite of security solutions to its clients

# TECHNOLOGY GROWTH & VALUATION TRENDS

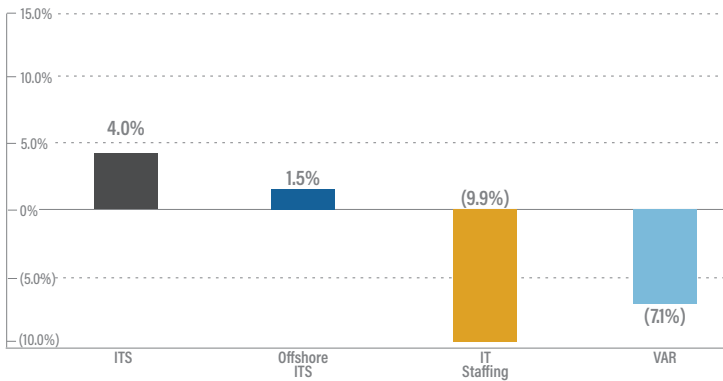
Enterprise Value / LTM Revenue



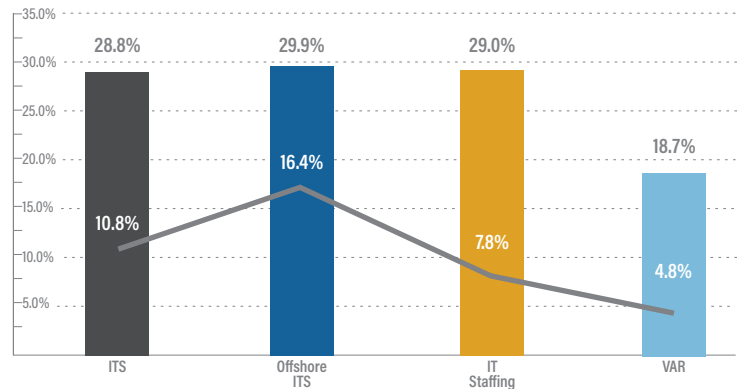
Enterprise Value / LTM EBITDA



LTM Revenue Growth

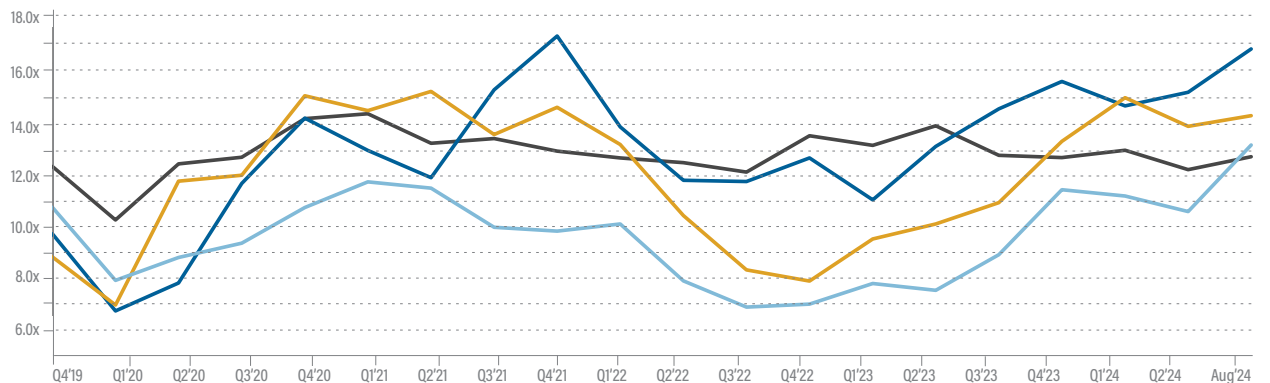


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA

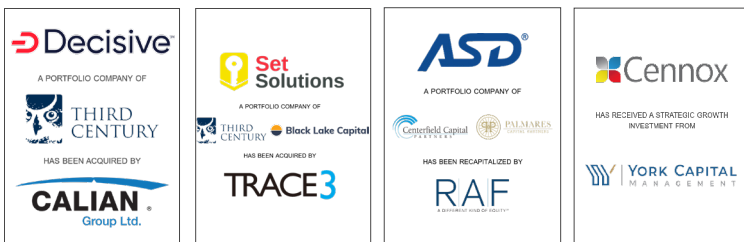


12.7x ITS      16.5x Offshore ITS      14.1x IT Staffing      13.1x VAR

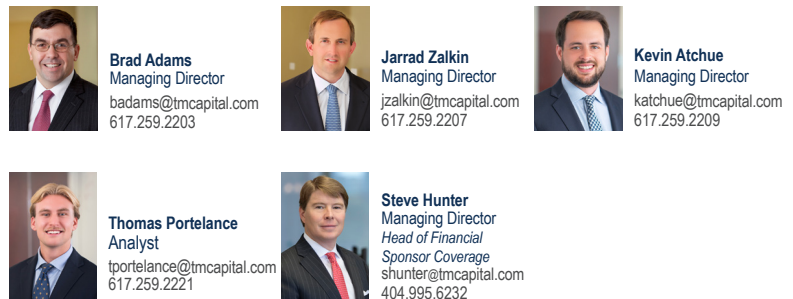
# SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
8/28/2024	IT Services	Icreon Holdings, LLC	Revolve Softech LLC	NA	<ul style="list-style-type: none"> <li>Icreon Holdings, an Incline Equity-backed digital experience consultancy that provides strategic and engineering services, acquired Revolve Softech, enhancing its digital experience capabilities, expanding its service offerings and strengthening its position in delivering comprehensive digital solutions to Fortune 500 companies</li> <li>Revolve Softech, founded in 2016, is an IT consultancy specializing in Salesforce solutions for customized, user-centric digital transformations</li> </ul>
8/27/2024	IT Services	DFW Capital Partners	B&A, Inc.	NA	<ul style="list-style-type: none"> <li>DFW Capital Partners, a private equity firm focused on growth investments in niche companies providing IT services, acquired B&amp;A, leveraging its expertise to drive B&amp;A's growth in the government IT services sector</li> <li>B&amp;A, founded in 1988, is a Battle Investment Group-backed IT systems integrator specializing in providing cloud migration, application transformation, data analytics and human capital management services to government agencies</li> </ul>
8/27/2024	IT Services	Sensible Solutions and Technologies, Inc.	DataSync Technologies, Inc.	NA	<ul style="list-style-type: none"> <li>Sensible Solutions and Technologies (SSATI), an IT service provider specializing in contract work with the federal government, acquired DataSync Technologies, broadening its presence within the intelligence community and enhancing its capabilities in knowledge management and data analysis</li> <li>DataSync, a subsidiary of Clear Creek Group, specializes in knowledge management and data analysis, providing solutions that enhance data-driven decision-making and operational efficiency for government agencies</li> </ul>
8/19/2024	IT Services	CyberGuard Compliance, LLP	Control Gap Inc.	NA	<ul style="list-style-type: none"> <li>CyberGuard Compliance, an Atlantic Street Capital backed IT security risk and compliance services provider, acquired Control Gap, enhancing CyberGuard's capabilities in the PCI sector and expanding its market presence in Canada</li> <li>Control Gap, founded in Toronto, Ontario, Canada, specializes in PCI compliance, cyber risk management and offensive security solutions designed to safeguard sensitive data</li> </ul>
8/19/2024	IT Services	Nobl Q, LLC	Corezi, Inc.	NA	<ul style="list-style-type: none"> <li>Nobl Q, a global provider of AI and cloud-based solutions specializing in digital transformation and subsidiary of Innova Solutions, acquired Corezi, enhancing its expertise in the Banking and Financial Services sectors and expanding its capabilities in full-stack engineering, AI and cloud solutions across AWS and Azure platforms</li> <li>Corezi, founded in 2019, is a cloud-based IT solutions provider specializing in cloud infrastructure, AI engineering and IT modernization solutions for the Banking and Financial Services sector</li> </ul>
8/12/2024	IT Services	UFS LLC	Safe Systems, Inc.	NA	<ul style="list-style-type: none"> <li>United Financial Services (UFS), a BV Investment Partners-backed technology outfitter specializing in providing purpose-built technology solutions to community banks, acquired Safe Systems, enhancing its IT, compliance and security service offering</li> <li>Safe Systems, founded in 1993, is a provider of IT, compliance and security services exclusively for community banks and credit unions</li> </ul>
8/1/2024	Managed Services	Dataprise, Inc.	Phoenix Information Technologies, LLC	NA	<ul style="list-style-type: none"> <li>Dataprise, a Trinity Hunt Partners backed provider of managed services and managed security services, acquired Phoenix IT, to enhance its cybersecurity platform and expand its regional footprint in Arizona</li> <li>Phoenix IT, based in Phoenix, AZ, is a cybersecurity provider offering incident response, recovery services and a wide range of managed IT services across Arizona</li> </ul>

## Selected TM Capital Technology Experience



## TM Capital's Technology Industry Contacts



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