

# TECHNOLOGY MONTHLY

DECEMBER 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

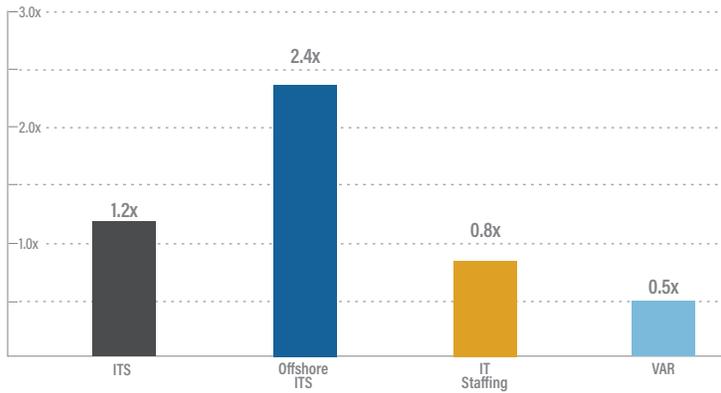
## HEADLINE TRANSACTIONS

TARGET      ACQUIROR      ACQUISITION SYNOPSISIS

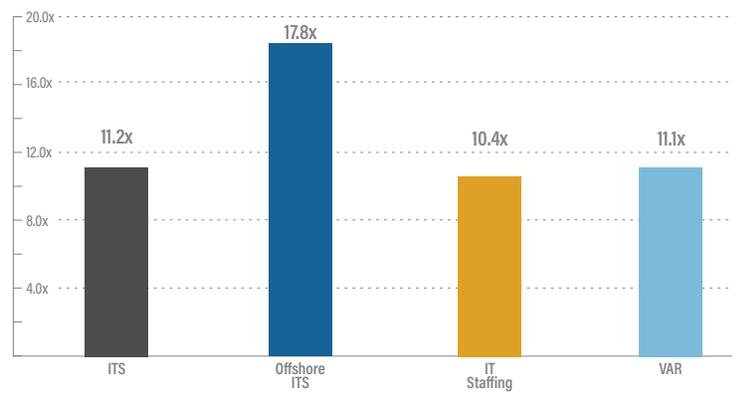
VAR		<b>ARCTIQ</b>	<ul style="list-style-type: none"> <li>Arctiq, a leading provider of professional IT solutions and managed services specializing in enterprise security, modern infrastructure and platform engineering, acquired Summit Partners, an IT consulting and value-added reseller</li> <li>Summit Partners, founded in 2008, is an IT consulting firm specializing in networking, data center and hybrid cloud solutions serving enterprise, government and education clients</li> </ul>
			<ul style="list-style-type: none"> <li>Exclusive Networks, a global leader in cybersecurity specializing in distribution and delivery of advanced security solutions, acquired Cloudrise, a cybersecurity services provider</li> <li>Cloudrise, founded in 2019, specializes in managed and professional services for security access service edge (SASE), data security posture management and cloud native application protection platforms, serving over 100 value-added resellers and system integrators globally</li> </ul>
Managed Services			<ul style="list-style-type: none"> <li>Intelligent Technical Solutions, a Tower Arch Capital-backed IT managed services provider offering cloud, cybersecurity and fiber internet, acquired Afineol IT Consulting, a managed IT service provider</li> <li>Afineol IT Consulting, founded in 2000, is a managed IT service provider specializing in IT support, network management, cybersecurity, cloud services and infrastructure solutions</li> </ul>
			<ul style="list-style-type: none"> <li>Renovus Capital Partners, a private equity firm based in Philadelphia specializing in lower middle-market investments with over \$2 billion in assets under management, acquired Performive, a managed IT services provider</li> <li>Performive, founded in 2005, is a managed IT services provider specializing in cloud solutions, infrastructure services and cybersecurity for mid-market enterprises, recognized for its technical expertise and customer-focused approach to optimizing IT operations</li> </ul>
			<ul style="list-style-type: none"> <li>Cyber Advisors, a Goldner Hawn-backed provider of cybersecurity and technology solutions specializing in managed IT and managed security services, acquired eDot, a managed services provider</li> <li>eDot, founded in 2005, is a managed services provider specializing in cybersecurity, backup systems, IT consulting and hardware support to optimize IT infrastructure and security solutions</li> </ul>
IT Services			<ul style="list-style-type: none"> <li>Presidio, a Clayton, Dubilier &amp; Rice-backed technology services provider specializing in IT infrastructure, cloud solutions and digital transformation, acquired Contender Solutions, an IT service delivery consulting firm</li> <li>Contender Solutions, founded in 2014, is an Elite ServiceNow partner specializing in IT service management, automation and security operations by offering consulting, implementation and managed services</li> </ul>
			<ul style="list-style-type: none"> <li>Accenture, a global professional services company offering strategy, consulting, technology and operational expertise, acquired Allitix, a consulting and technology services firm</li> <li>Allitix, founded in 2017, is a consulting and technology firm specializing in Anaplan-based solutions focused on financial planning, sales performance management and supply chain optimization across various industries</li> </ul>

# TECHNOLOGY GROWTH & VALUATION TRENDS

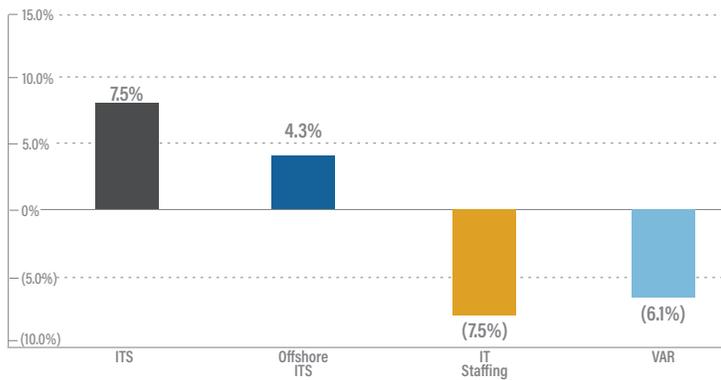
Enterprise Value / LTM Revenue



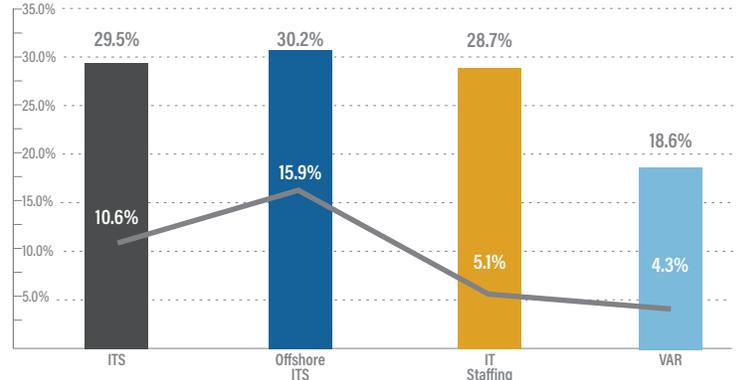
Enterprise Value / LTM EBITDA



LTM Revenue Growth

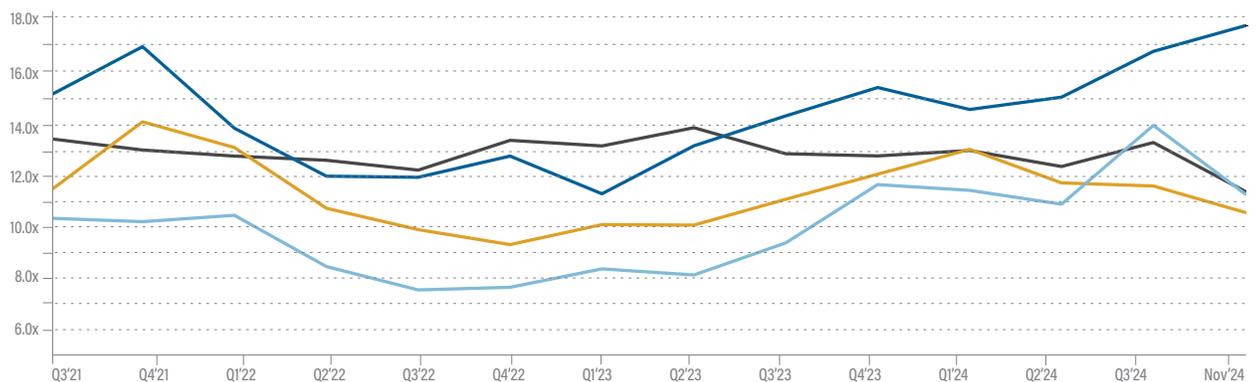


LTM Gross & EBITDA Margin\*



\*EBITDA Margins shown as the gray line.

TEV / EBITDA



11.2x ITS      17.8x Offshore ITS      10.4x IT Staffing      11.1x VAR

## SELECTED TECHNOLOGY TRANSACTIONS

Ann. Date	Sector	Acquiror	Target	Enterprise Value	Acquisition Synopsis
11/25/2024	IT Services	Qodea	tmc3 Limited	NA	<ul style="list-style-type: none"> <li>Marlin Equity-backed, Qodea, Europe's largest dedicated Google Cloud digital transformation partner specializing in cloud solutions, data analytics, AI, machine learning and cybersecurity, acquired tmc3, strengthening its cybersecurity capabilities and expanding its ability to deliver more comprehensive digital transformation solutions</li> <li>tmc3, founded in 2014, is a cloud services and cybersecurity specialist, providing expertise in securing digital infrastructures and delivering secure cloud-based solutions for high-security industries</li> </ul>
11/21/2024	IT Services	Sunstone Partners Management, LLC	KMS Technology, Inc.	NA	<ul style="list-style-type: none"> <li>Sunstone Partners, a private equity firm focused on accelerating growth in technology-enabled services and software companies, acquired KMS Technology, adding to its technology solutions platform and fueling KMS's continued growth</li> <li>KMS Technology, founded in 2009, is a global provider of data engineering, AI and consulting services, delivering tailored solutions to accelerate digital product development and transformation in the healthcare, enterprise software and financial services industries</li> </ul>
11/12/2024	IT Services	Beringer Capital	Northern Commerce Inc.	NA	<ul style="list-style-type: none"> <li>Beringer Capital, a private equity firm specializing in digital transformation, IT marketing and media sector investments, acquired Northern Commerce, expanding its portfolio in the digital transformation and customer experience sectors</li> <li>Northern Commerce, founded in 2015, is digital transformation consultancy specializing in designing and implementing digital experience and commerce solutions by working with top technology partners including Salesforce, Acquia, Adobe and Google</li> </ul>
11/12/2024	Managed Services	IT Solutions Consulting, Inc.	PACE Technical Inc.	NA	<ul style="list-style-type: none"> <li>IT Solutions Consulting, a Nautic Partners-backed managed services provider offering strategic IT support and technology solutions across the legal and healthcare sectors, acquired PACE Technical, expanding its presence into the Canadian market and enhancing its capabilities in compliance and cybersecurity solutions</li> <li>PACE Technical, founded in 2006, is a Toronto-based IT services provider specializing in proactive IT strategy, cloud infrastructure, cybersecurity, business continuity and help desk support</li> </ul>
11/12/2024	Managed Services	Worklyn Partners	IT Management Solutions LLC	NA	<ul style="list-style-type: none"> <li>Worklyn Partners, a private equity firm focused on making investments in the cybersecurity and IT services sectors, acquired IT Management Solutions, adding to its diversified platform of managed IT and cybersecurity companies</li> <li>IT Management Solutions, founded in 2008, is a New England-based technology services provider specializing in cloud services, cybersecurity, business intelligence, email protection, virtualization and data backup solutions</li> </ul>
11/4/2024	Managed Services	Evergreen Services Group LLC	NETRANOM, LLC	NA	<ul style="list-style-type: none"> <li>Evergreen Services, a network of managed IT services and software companies focused on acquiring and supporting MSPs, acquired Netranom, supporting its growth strategy by adding a highly trusted MSP and expanding its presence in the managed IT services sector</li> <li>Netranom, founded in 2004, is a managed services provider offering network management, cybersecurity, data backup, cloud services and IT consulting solutions</li> </ul>
11/1/2024	IT Services	CrossCountry Consulting LLC	SCS Cloud LLC	NA	<ul style="list-style-type: none"> <li>CrossCountry Consulting, an Investcorp Holdings-backed business advisory firm providing specialized finance, technology and operational advisory services, acquired SCS Cloud, expanding its technology and ERP capabilities</li> <li>SCS Cloud, founded in 2010, is a leading provider of cloud-based business management software solutions specializing in implementing, supporting and enhancing NetSuite, Salesforce and Smartsheet products</li> </ul>

### Selected TM Capital Technology Experience



### TM Capital's Technology Industry Contacts



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