GLOBAL M&A ADVISORS

IT Services & BPO

Announce Date	Target	Target Description	Buyer	Implied Enterprise Value (\$M)	Implied EV/ Revenue	Implied EV/ EBITDA	Transaction Comments	
8/26/2020	HiQ International AB	{match score: 04} HiQ International AB engages in the provision of communications, software development and business-critical information technology services. It operates through the following segments: Telecom; Automotive; Industry; Public Sector; Finance and Insurance; Media, Gaming and Entertainment, Defense and Security and Retail. The Telecom segment works with suppliers, operators, users, and the legislative authorities. The Automotive segment delivers both technical expertise and acts as partner within concept and innovation. The Industry segment helps many companies to streamline operations. The Public Sector segment has segment frameworks agreements with the central purchasing authorities. The Finance and Insurance segment offers in mobile payments and banking services. The Media, Gaming, and Entertainment segment involves in the development of sports betting solutions. The Defense and Security segment helps the Swedish Defense Materiel	Trilon Advisers Ltd.	420.6	2.3x	16.6x	Triton Investment Management Ltd, ultimately owned by Triton Advisers Ltd, agreed to acquire HiQ International AB for SEK3.9 billion (US\$445.4 million) in cash, via tender offer. Under the terms of the transaction, Triton Investment Management Ltd agreed to pay SEK70 (US\$7.9809) in cash per share. The consideration represents a premium of 25% compared to the closing share price of SEK55.90 (US\$6.3733) on August 25, 2020, and a 33% premium to the volume-weighted average trading price for the 30 trading days prior to the offer. The offer period is scheduled to run from September 10, 2020 to October 1, 2020. The transaction would continue to enhance HiQ International AB's market position. HiQ International AB is located in Stockholm, Sweden and operates as an information technology and management consulting company. The transaction is subject to a number of conditions, including a 70% acceptance rate, no competing bids being made, and regulatory and governmental clearance. HiQ International AB announced on	
8/25/2020	Southern Data Solutions, Inc.	{match score:00} Southern Data Solutions, Inc. provides IT support and consulting, which focuses on small and medium sized businesses in Atlanta, the Southeast, and all over the US. It offers managed IT services, business continuity, VoIP, and cloud services. The company was founded by Jeff Davis in 2005 and is headquartered in Atlanta, GA.	Dynamic Quest, Inc.	NA	NA	NA	Dynamic Quest Inc, a portfolio company of Spire Capital Management Inc, acquired Southern Data Solutions Inc for an undisclosed amount The transaction expands Dynamic Quest Inc's presence in the Southeastern United States and enhances its marketshare. Following the transaction, all the employees of Southern Data Solutions Inc would join in Dynamic Quest Inc'a family. Founded in 2005, Southern Data Solutions Inc is located in Atlanta, Georgia, United States and provides managed software solutions.	
8/25/2020	Actacom Nederland BV	{match score: 00} Actacom Nederland BV engages in the provision of information and communication technology automation solutions. It offers digital learning and working environment, cloud, Microsoft 365, storage, server, and system management services. The firm serves educational institutions, governments, libraries, and small and medium sized enterprises. The company was founded by Lex Prozée in 1989 and is headquartered in Utrecht, the Netherlands.	Spire Capital Management, Inc.	NA	NA	NA	Total Specific Hosting BV, a portfolio company of Strikwerda Investments BV acquired an undisclosed majority stake in Actacom Nederland BV for an undisclosed amount. This acquisition is in line with the growth strategy of Total Specific Hosting BV. Following the deal, founder and owner of Actacom Nederland BV, Lex Prozée, will retain the remaining undisclosed minority share. Actacom Nederland BV is located in the Netherlands and provides cloud and ICT outsourcing solutions.	
8/25/2020	Xamin, Inc.	{match score:00} Xamin, Inc. provides a suite of technology solutions including infrastructure, security, cloud, data protection and professional services. The company was founded by Jonathan Smith in 1996 and is headquartered in Chicago, IL.	Mowery & Schoenfeld LLC	NA	NA	NA	Mowery & Schoenfeld LLC acquired Xamin Inc for an undisclosed amount. The acquisition would expand the service offerings of both companies. Following the acquisition, Xamin Inc would continue to operate under its current managementstructure as a subsidiary of Mowery & Schoenfeld LLC. Also, Jonathan Smith, founder of Xamin Inc, would continue to lead the Xamin team and become part of Mowery & Schoenfeld LLC. Founded by Jonathan Smith, Xamin Inc is located in Chicago, Illinois, United States and provides information technology services.	
8/25/2020	Monsieur Allouis Mathieu	{match score:00} Engages in maintenance of IT systems and applications	Ecofix phones.com	NA	NA	NA	Ets Ecofixphones Com acquired Monsieur Allouis Mathieu for an undisclosed amount. The acquisition will compliment the activities of both Ets Ecofixphones Com and Monsieur Allouis Mathieu. Following the acquisition, both enterprises will bare the same name. Monsieur Allouis Mathieu is located in Issoudun, Centre-Val de Loire, France and does maintenance of IT systems and applications.	

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8/24/2020	Blue Chip Consulting Group LLC	{match score:00} Blue Chip Consulting Group LLC operates as a consulting firm specializing in Microsoft cloud consulting and managed services. It manages technical solutions. The company was founded in 2004 and is headquartered in Seven Hills, OH.	Core BTS, Inc.	NA	NA	NA	Core BTS Inc, a portfolio company of Tailwind ManagementLP acquired Blue Chip Consulting Group LLC for an undisclosed amount. The acquisition would enable Core BTS Inc to expand its service offerings. Founded in 2004, Blue Chip Consulting Group LLC is located in Independence, Ohio, United States and provides cloud consulting and managed services. It has around 167 employees.
8/24/2020	Red Ocean AS	{match score:00} PartofGreatWhite Holding AS, Red Ocean AS is a Norwegian company that provides software and technology services.	Tailwind ManagementLP	NA	NA	NA	Adelis Equity Partners AB acquired a 66.7% stake in Red Ocean AS, owned by from Great White Holding AS (55%) and Harmerhead Holding AS (45%), for an undisclosed amount. The transaction accelerates growth and regional expansion for Red Ocean AS. Following the transaction, Red Ocean AS would change its name to Kanari. Red Ocean AS is located in Oslo, Norway and provides software and technology services. It had revenues of NOK130 million (US\$14.4 million) in its latest financial year.

GLOBAL M&A ADVISORS

Software	Software								
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8/27/2020	Kumo Holdings Ply Ltd.	{match score: 00} Kumolus Pty Ltd. provide cloud managementplatform. Its application allows to visualize cloud environments, automate costmanagement, and enforce security posture and compliance. The company was founded by Michael Salleo and Josh McGrath in 2012 and is headquartered in Melbourne, Australia.	CloudBoltSoftware, Inc.	NA	NA	NA	CloudBoltSoftware Inc agreed to acquire Kumolus Pty Ltd for an undisclosed amount. The acquisition aligns with the cloud management platform of CloudBoltSoftware Inc. Founded in 2012 by Michael Salleo and Josh McGrath, Kumolus Pty Ltd is located in Melbourne, Australia and provides cloud service. The acquisition is subject to customary closing and regulatory approvals.		
8/27/2020	TrademarkNow Oy	{match score:00} TrademarkNow Oy operates an intelligentweb-based trademark managementplatform. It offers solutions enterprise companies, law firms and branding agencies for instant trademark search and watch results. The company was founded by Anna Ronkainen, Matti Kokkola, Mikael Kolehmainen and Heikki Vesalainen in 2012 and is headquartered in Helsinki, Finland.	Corsearch, Inc.	NA	NA	NA	Corsearch Inc acquired Trademark Now Oy for an undisclosed amount. The acquisition will allow Corsearch Inc to en hance its services. Founded in 2012, Trademark Now Oy is located in Helsinki, Uusimaa, Finland and operates an in telligen tweb-based trademark management platform.		
8/27/2020	Signal Sciences Corp.	{match score: 00} Signal Sciences is the fastest growing web application security company in the world. With its award-winning next-gen WAF and RASP solution, Signal Sciences protects more than 40,000 applications and over a trillion production requests per month. Signal Sciences' patented architecture provides organizations working in a modern developmentenvironment with comprehensive and scalable threat protection and security visibility. The company works with some of the world's most recognizable companies, like Under Armour, Aflac and WeWork, across industries, including financial services, retail, healthcare, media and entertainment, and government, among others. Signal Sciences is the only vendor to win the Gartner Peer Insights Customers' Choice Award for WAF two times in a row. In addition to customer recognition, Signal Sciences was also named a Visionary in the 2019 Gartner Magic Quadrant for Web Application Firewalls report. The company also won Technology of the Year from InfoWorld	Fasty, Inc.	775.0	NA	NA	Fastly Inc has entered into a definitive agreement to acquire Signal Sciences Corp for US\$775 million in cash and stock, subject to adjustments. Under the terms of transaction, Fastly Inc would pay US\$200 million in cash and US\$575 million in stock, subject to a two-way price collar, on the volume-weighted average price of a share of Class A Common Stock of Fastly over the ten consecutive trading day period ended on and including the third trading day immediately prior to the date of the completion, to Signal Sciences Corp. Fastly will also establish a retention pool of \$50 million worth of restricted stock units to be granted to Signal Sciences employees. The acquisition will expand Fastly Inc's security portfolio and offerings. Signal Sciences Corp is located in Culver City, California, United States and provides security software and services. The dealis subject to certain customary closing conditions, including receiptofregulatory approvals, and is expected to close in 2020.		
8/26/2020	Rapid Circle BV	{match score:00} Rapid Circle BV offers digital and cloud based software solutions. Its services include adaptation and change management, data center migration, dy namics CRM, cloud managed services, and power platform. The company was founded by Harold Punter, Wilco Turnhoutand Daniel McPherson in 2008 and is headquartered in Amsterdam, the Netherlands.	Mentha Capital BV	NA	NA	NA	Mentha Capital BV acquired an undisclosed majority stake in Rapid Circle BV for an undisclosed amount. Founded in 2008, by Harold Punter, Wilco Turnhoutand Daniel McPherson, Rapid Circle BV is located in the Netherlands and provides cloud hosting services. Rapid Circle BV has approximately 200 employees and a revenue of EUR20 million (US\$22.5 million) in 2019.		
8/25/2020	EyeFra, Inc.	{match score:00} EyeFra, Inc. engages in the provision of virtual and hybrid enterprise event management and digital engagement platform. It also offers conference registration, trade show games, electronic surveys, and lead retrieval. The company was founded by Christopher Justice in 2006 and is headquartered in Austin, TX.	Banzai International, Inc.	NA	NA	NA	Banzai International Inc acquired High Attendance Inc for an undisclosed amount. The acquisition would further enhance the event marketing solutions of Banzai International Inc. Following the transaction, Christopher Justice would become the vice president of engineering at Banzai International Inc and 10 members of High Attendance Inc would join the Banzai team. Founded by Christopher Justice, High Attendance Inc is located in Texas, United States and provides event management software. It has 10 around employees.		

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8/25/2020	Credible Behavioral Health, Inc.	{match score:00} Credible provides easy to use software for clinic, community, residential, and mobile care providers. ASaaS vendor, Credible offers a Behavioral Health Electronic Record (EHR) is HIPAA compliant. The company is committed to providing innovation, ease of use, and optimization runs throughout the company and its software. It provides clinical, scheduling, billing, form management, eRx, eLabs, mobile/field, reporting, and business intelligence modules.in 2000, Matthew M. Dorman founded the company in Rockville, Maryland.	Qualifacts Systems, Inc.	NA	NA	NA	Qualifacts Systems Inc, a portfolio company of Warburg Pincus LLC, acquired Credible Behavioral Health Inc, a portfolio company of Martis Capital Management LLC for an undisclosed amount. The transaction enhances Qualifacts Systems Inc's health and human service. Following the acquisition, the new company will be led by David Klements, chief executive officer of Qualifacts Systems Inc and Matthew Dorman, chief executive officer of Credible Behavioral Health Inc, will continue as a strategic advisor. Credible Behavioral Health Inc is located in Rockville, Maryland, United States and develops software as a service for behavioral health providers.		
8/25/2020	InfiniteMd, Inc.	{match score:00} InfiniteMd, Inc. engages in the development of digital health platform. It offers video and written consultations to employers, hospitals, payers, and patient advocacy. The company was founded by Babak Movassaghi, Elizabeth Kwo, and Christopher Lee in 2016 and is headquartered in Boston, MA.	Warburg Pincus LLC	NA	NA	NA	ConsumerMedical Inc acquired InfiniteMd Inc for an undisclosed amount. The acquisition would expand ConsumerMedical Inc's offering within and outside United States. Founded by Christopher Lee and Babak Movassaghi, InfiniteMd Inc is located in Boston, Massachusetts, United States and provides virtual expert medical opinion platform.		
8/24/2020	Node, hc.	{match score: 00} Node is an Al-as-a-service solution intended for platforms that leverages people and company data. With Node, applications can deliver predictions that allow users to make smarter decisions about how to engage with customers, employees, investors, and partners. The platform owers predictable business outcomes, which enterprises can use to seamlessly build advanced Alinto customer-facing and internal applications without investing years and millions of dollars on risky Alexperiments. Node enables users to make smarter connections and decisions about how to engage with customers, employees, investors, and partners. The company is headquartered in San Francisco, California.	SugarCRM, Inc.	NA	NA	NA	SugarCRM Inc, a portfolio company of Accel-KKR LLC, acquired Node Inc for an undisclosed amount. The transaction enables SugarCRM Inc to expand its performance and predictability business. Node Inc is located in San Francisco, California, United States and provides online information about finding the right people and understanding the relationship between people and companies.		
8/24/2020	Brandfolder, Inc.	{match score:00} Brandfolder is a digital assetmanagement (DAM) platform for storing, distributing, and manipulating brand assets. The platform delivers a visually elegant platform that allows you to easily share, store, track, and manipulate your assets. It also provides a simple, inexpensive solution for organizing and sharing all of their brand assets and marketing materials. It allows companies to manage their digital assets such as logos, fonts, colors, bios, and more, which are typically stored in various places in one location, offering features such as embedding and public or secure sharing. Brandfolder was founded in 2012 and is headquartered in Denver, Colorado, United States.	Accel-KKR LLC	155.0	NA	NĂ	SmartsheetInc agreed to acquire Brandfolder Inc, a portfolio company of Telescope Partners LLC and Service Provider Capital LLC, for US\$155 million in cash and stock, subject to certain customary adjustments and indemnification obligations. The acquisition will strengthen Smartsheet Inc's customer service offerings. Founded in 2012, Brandfolder Inc is located in Denver, Colorado, United States and develops digital assetmanagements oftware for storing, sharing, and showcasing digital assets. The deal is expected to close by September 2020.		
8/24/2020	Graphus, inc.	{match score:00} Graphus® is industry's first social engineering defense platform. It provides immediate protection for Office 365 and G Suite users by automatically eliminating social engineering threats - spear phishing, and business email scams. Patented Graphus technology employs artificial intelligence to establish a TrustGraph® between people, devices, and networks to detect threats. Companies can activate Graphus in less than a minute. Graphus was founded in 2015 and is headquartered in Reston, Virginia.	Kaseya Ltd.	NA	NA	NA	Kaseya Ltd acquired Graphus Inc from Blu Venture Investors LLC for an undisclosed amount. The acquisition would expand its capabilities and secures Kaseya's position as the only comprehensive, tightly integrated, cost effective platform in the industry. Following the acquisition Graphus Inc would continue to operate as an independent business within Kaseya Ltd. Graphus Inc is located in Reston, Virginia, United States and develops automates protection software for social engineering and spear phishing cyber attacks.		