



Langcliffe International

ICT BUYERS
ACQUISITIVE IN ITALY

NOVEMBER 2020

Sectors Featured Include: Cloud, Cyber Security, Data Centre, Hardware, Hosting, Managed Services, Mobile Apps, Print & Document Management, Software and Telecoms

SECTORS

To view our buyers targeting Italian-based opportunities in the Cloud, Cyber Security, Data Centre, Hardware, Hosting, Managed Services, Mobile Apps, Print & Document Management, Software and Telecoms sectors, please click the title link below.

If you believe that you have an opportunity that meets the criteria of a buyer, please click the buyer title link to send the relevant team member an email.

Alternatively, please email helen.postlethwaite@langcliffeinternational.com

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CLOUD

264853 - TECH & EDUCATION IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Reseller of IT and cloud services, software and devices such as computer monitors and interactive touch screens to education and business markets;• Located in the UK.	<ul style="list-style-type: none">• Suppliers of IT services in the technology and education sectors;• Located in Europe;• Minimum EBITDA £250k.

Location: England

261855 - HEALTHCARE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Healthcare technology developer and distributor;• Allows patients to book appointments and access medical advice via the doctor's surgery website;• Located in the UK.	<ul style="list-style-type: none">• Healthcare technology developers;• Cloud software to provide efficiency to workforce;• Located in Europe;• Minimum EBITDA £250k.

Location: England

269979 - CLOUD INFRASTRUCTURE PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Cloud hosting platform provider for webhosting and storage used by developers;• Data centre area over 2000 meters squared;• Located in Germany.	<ul style="list-style-type: none">• Cloud infrastructure platform providers;• Providers of renting webspace and servers;• Located in Europe;• Minimum EBITDA £250k.

Location: Germany

269106 - CLOUD SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• B2B provider of cloud-hosted solutions, managed services and IT consulting services;• Customer sectors include corporate, education, legal, finance and retail;• Located in the UK.	<ul style="list-style-type: none">• B2B providers of managed IT services;• Providers of cloud services;• Located in Europe;• Minimum EBITDA £250k.

Location: England

262488 - SOCIAL CARE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of social care software companies;• One company provides a cloud-based electronic patient file software;• The other company is a specialised social software provider;• Processes include documentation, quality & risk management and billing;• Located across Western Europe.	<ul style="list-style-type: none">• Software developers with a focus on social care;• Offers cloud-based services;• Located in Western Europe with preference for DACH;• Turnover in the range of €2m-€20m;• EBITDA of €500k-€3m.

Location: Germany

257942 - SOFTWARE CONSULTANCY & CLOUD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Software consultancy and analytics services provider;• Provides digital transformation, digital strategy planning and cloud computing;• Operates in the UK.	<ul style="list-style-type: none">• IT consultancies focused on cloud and digital transformation;• IT implementation focused on Microsoft Dynamics;• Located in Europe;• EBITDA margin of >10%.

Location: Scotland

CYBER SECURITY

12968 - NETWORK, COMMUNICATIONS & SECURITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of technology and digital services;• Client sectors include the government, health and education;• Track record of acquisitions.	<ul style="list-style-type: none">• Providers of network, communications and security services;• Innovative VARs;• European operators with a UK presence;• Turnover up to £15m.

Location: England

261627 - CYBER SECURITY & DIGITAL INTELLIGENCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of digital risk management platform;• Provides tailored threat intelligence of organisations;• Digital risk and brand exposure, among numerous other associated services;• UK-based.	<ul style="list-style-type: none">• Cyber security and digital intelligence businesses;• Located in the UK, Europe or the US;• Any EBITDA or turnover considered.

Location: England

269471 - LOSS PREVENTION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of asset-based, integrated loss prevention solutions;• Serves global blue-chip retail customers.	<ul style="list-style-type: none">• Developers of digital loss prevention solutions;• Located in Europe;• Turnover >£5m.

Location: USA

268710 - CYBER SECURITY & INFORMATION SECURITY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Group of companies;• Engaged in cyber security consulting, information & business security consulting and marketing consulting;• Located in Japan.	<ul style="list-style-type: none">• Cyber security and information security businesses;• Located worldwide;• EBITDA >£1m.

Location: Japan

DATA CENTRE

251353 - DATA PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Data platform;• Industry award winner;• Track record of acquisitions;• Operates globally.	<ul style="list-style-type: none">• Business intelligence;• Accounts payable automation;• Located worldwide;• Turnover >£500k.

Location: Ireland

257454 - DATA ANALYTICS & SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Data analytics provider;• Serves insurance, natural resources, financial services, government and risk management sectors;• Located in the South;• Operates globally.	<ul style="list-style-type: none">• Data analytics providers;• Software development;• Located globally;• Turnover in the range of £1m-£10m.

Location: England

259568 - SAAS & DATA MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Software developer;• Provides an advanced automation platform;• Platform extracts, aggregates, improves and organises data and documents for analysis business processes;• Offices in the UK and US.	<ul style="list-style-type: none">• SaaS software providers;• Involved in data management, reporting and analytics;• Located in Europe, the UK and US;• Turnover in the range of £1m-£7m.

Location: England

261994 - DATA & ANALYTICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Data and analytics services provider;• Services include data management, data integration, big data analytics, data visualisation, database management and data warehousing;• Located in Europe and the UK.	<ul style="list-style-type: none">• Data and analytics businesses;• Located in Europe and the UK;• Turnover up to €200m.

Location: Netherlands

HARDWARE

264853 - TECH & EDUCATION IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Reseller of IT and cloud services, software and devices such as computer monitors and interactive touch screens to education and business markets;• Located in the UK.	<ul style="list-style-type: none">• Suppliers of IT services in the technology and education sectors;• Located in Europe;• Minimum EBITDA £250k.

Location: England

270070 - HARDWARE DISTRIBUTOR *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swedish PE-owned;• Circular IT specialist;• Service offering includes long- and short-term rental, IT services, leasing, warehouse sales, IT repurchases and approved selection;• Serving both private and public clients;• Active across Europe.	<ul style="list-style-type: none">• Distributors of IT hardware;• Circular IT service providers;• Refurbishers of IT hardware;• Located across Europe;• Any size.

Location: Netherlands

253428 - IT EQUIPMENT LEASING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT equipment leaser;• Supplies trade shows, large exhibitions and live events with audio, visual and IT equipment, interactive software and temporary network infrastructure;• Operates across Europe, the Middle East and Asia.	<ul style="list-style-type: none">• Leasers of IT equipment;• Interested in audio and visual for large events;• Based in the UK or Europe;• Any size.

Location: England

HOSTING

271038 - B2B AUDIO VISUAL SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• B2B managed service provider for audio visual solutions;• Services include display systems, broadcasting, digital signage, lighting system, unified communications;• Located in China.	<ul style="list-style-type: none">• Providers of B2B audio visual solutions;• Businesses which provide corporates with video conferencing screens, room booking systems, collaboration technologies;• Located globally;• Minimum EBITDA £500k.

Location: China

252512 - SAP CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• SAP software consultancy;• Services include hosting solutions, SAP maintenance and licences;• Located in the UK.	<ul style="list-style-type: none">• Providers of SAP support, implementation and consulting services;• Located in Europe;• Minimum EBITDA £250k.

Location: England

MANAGED SERVICES

268933 - PHARMA IT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of IT services;• Services include IT and data analysis solutions for pharmaceutical companies;• Operates worldwide.	<ul style="list-style-type: none">• Providers of IT and other professional services to pharmaceutical companies;• Services include medical data analysis;• Located globally;• Minimum EBITDA £250k.

Location: England

268098 - DOMAIN NAME REGISTRATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of registry services, distribution and strategic consultancy;• Track record of acquisitions and actively seeking new opportunities to expand;• Based in London;• Operates globally.	<ul style="list-style-type: none">• Complimentary businesses providing platform for growth;• Particular interest in domain name registration services;• Located globally, preferably in emerging markets;• Focus on bolt-on-sized transactions;• Turnover up to £30m.

Location: England

14520 - MANAGED IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Managed IT services provider;• Services include SaaS, networks, managed desktops, certification-as-a-service and consultancy;• Clients in the legal, recruitment, financial and media sectors.	<ul style="list-style-type: none">• Managed IT services and consultancies;• Also interested in niche tech or data offerings;• Blue-chip client-base;• Located globally;• Turnover above £1m.

Location: England

12975 - TELECOMS & MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Business communications provider;• Solutions include IT and managed services;• History of acquisitions.	<ul style="list-style-type: none">• Telecoms and managed services providers;• Services include, but not limited to cloud, remote connectivity and vehicle tracking;• Located in the UK and Europe;• Turnover up to £10m.

Location: England

16267 - IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• IT-focused conglomerate;• Track record of acquiring growing businesses;• Operations throughout Europe.	<ul style="list-style-type: none">• IT services in any or all of the following technologies:<ul style="list-style-type: none">○ ServiceNow,○ BMC,○ Sailpoint,○ AppDynamics,○ Atlassian;• Interested in distressed;• Located globally;• Turnover sweet spot up to £20m;• Larger turnovers will be considered.

Location: England

6099 - APPLICATION MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of educational assessments;• Operates in Europe;• Headquartered in the UK.	<ul style="list-style-type: none">• Educational assessment providers;• Located in Europe;• Turnover >£5m.

Location: England

259382 - PROFESSIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provides support services relating to portfolio valuation, risk management and regulatory compliance;• Focus on data management, cleansing and scrubbing;• Located in the Netherlands.	<ul style="list-style-type: none">• Providers of professional services to banks and asset managers;• Located in Europe;• Minimum EBITDA £500k.

Location: Netherlands

5098 - TICKETING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Web-based ticketing solutions provider;• Web-based B2B sales channels for the travel industry;• Located in the UK.	<ul style="list-style-type: none">• Ticketing solutions provider;• New technology for B2B online sales channels;• Located in Europe;• Minimum EBITDA £500k.

Location: England

264149 - MANAGED SERVICES RESELLER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• IT managed services provider;• Integrates multiple mobile networks and technologies through one provider;• Located in the UK.	<ul style="list-style-type: none">• End to end resellers of managed services (roaming connections);• Number of networks and technologies in a single package;• Located in Europe;• Minimum EBITDA £500k.

Location: England

270965 - SYSTEM INTEGRATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• System integration provider of hardware and software technological solutions for private and public companies;• Located in Italy.	<ul style="list-style-type: none">• System integration providers to the ICT industry;• Located in Europe;• Minimum EBITDA €250k.

Location: Italy

263148 - EDUCATIONAL ASSESSMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of educational assessments in the UK and Europe;• Headquartered in the UK.	<ul style="list-style-type: none">• Educational assessment providers;• Located in Europe;• Turnover >£5m.

Location: England

MOBILE APPS

268437 - MOBILE DEVICE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Japanese-listed;• Software developer;• For use in mobile devices.	<ul style="list-style-type: none">• Developers of software for use in mobile devices;• Located globally;• EBITDA >£1m.

Location: Japan

268440 - WEBSITE OPERATOR & APP DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Website operator and software/app developer;• Focus on interpersonal relations (romantic, social, professional, etc.);• Located in Japan.	<ul style="list-style-type: none">• Website operators and app developers;• Located globally;• EBITDA >£1m.

Location: Japan

268638 - E-READERS & COMIC BOOKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Software developer;• Specialises in comic books and manga apps;• Located in Japan.	<ul style="list-style-type: none">• Software developers specialising in e-readers/comic book app development;• Located globally;• EBITDA >£1m.

Location: Japan

PRINT & DOCUMENT MANAGEMENT

269646 - RECORD MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of records management solutions;• Serves local governments;• Located in the US.	<ul style="list-style-type: none">• Providers of record management solutions;• Located in Europe;• Turnover >£5m.

Location: England

265820 - PRINT MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of secure print and document management solutions;• Operates across the UK.	<ul style="list-style-type: none">• Providers of print management solutions;• Located in Europe;• Minimum EBITDA £500k.

Location: England

260621 - HIGH-END DOCUMENT MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of document management and information governance services;• Headquartered in the US.	<ul style="list-style-type: none">• High-end document management services;• Located in Europe;• EBITDA >£5m.

Location: USA

SOFTWARE

4761 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Software developer;• Industries include retail, manufacturing and logistics;• History of acquisitions.	<ul style="list-style-type: none">• Innovative software developers;• Located worldwide;• Turnover >£2m.

Location: England

250222 - VERTICAL MARKET SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Group of vertical market technology companies;• Track record of acquisitions;• Funding available;• Headquartered in Canada.	<ul style="list-style-type: none">• Vertical market software developers;• Across various industries;• 50% recurring revenue;• Located globally;• Turnover >£5m for new vertical;• Will consider smaller turnover for existing verticals.

Location: Canada

250122 - VIDEO GAME DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Video game developer;• Partners with top tier publishers and developed a number of high profile titles;• Located in the UK.	<ul style="list-style-type: none">• Video game development;• Gaming software;• Located internationally;• Minimum EBITDA £500k.

Location: England

264853 - TECH & EDUCATION IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Reseller of IT and cloud services, software and devices such as computer monitors and interactive touch screens to education and business markets;• Located in the UK.	<ul style="list-style-type: none">• Suppliers of IT services in the technology and education sectors;• Located in Europe;• Minimum EBITDA £250k.

Location: England

266332 - VERTICAL MARKET SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Vertical market software developer;• Strong presence in the healthcare and local government sectors;• Offers software products in the automotive, real estate, legal and accounting sectors;• Located in the Netherlands.	<ul style="list-style-type: none">• Developers of vertical market software;• Focus on adding value to vertical markets by building industry-leading software solutions;• Based in Europe;• Minimum turnover of €2m.

Location: Netherlands

266053 - CONSTRUCTION SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of software solutions;• Serves the construction industry;• History of acquisitions.	<ul style="list-style-type: none">• Software for the construction industry;• Must own their own software;• Similar customer base, or a new customer base but good technology;• Based in the UK, US and Western Europe;• Turnover above £1m;• Will look smaller if good technology.

Location: England

255191 - PATIENT ONLINE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Online services for general medical consultations and prescriptions;• Providing video links direct and prescriptions issued to a pharmacy of the registered user's choice;• Located in the UK.	<ul style="list-style-type: none">• Online services to patients;• Healthcare software;• Located in Europe;• Minimum EBITDA £250k.

Location: England

266445 - PAYMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of software and services covering membership, payments and subscriptions;• Located in the US and the UK.	<ul style="list-style-type: none">• Software businesses in the payments space;• Focus on opportunities with capacity for payment gateway integration;• Located globally;• EBITDA >£1m.

Location: USA

8052 - DATA MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Gas, water and electric metering specialist for domestic and industrial installations;• Serves meter asset managers, utilities, connection companies, installer, networks and infrastructure companies;• Located in the UK.	<ul style="list-style-type: none">• Data management software to reduce costs for businesses;• Located in Europe;• Minimum EBITDA £500k.

Location: England

261431 - E-LEARNING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of a variety of on-premise and cloud-based eLearning software solutions;• Headquartered in the US.	<ul style="list-style-type: none">• Providers of eLearning software;• Located in Europe;• Turnover >£5m.

Location: USA

266531 - MEDICAL IMAGING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of medical imaging software;• Located in the UK.	<ul style="list-style-type: none">• Medical imaging software developers;• Located in Europe and the US;• Minimum EBITDA £500k.

Location: England

269561 - IDENTITY VERIFICATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of an identity verification platform, including document authentication, facial recognition, and data capture solutions;• Headquartered in the US.	<ul style="list-style-type: none">• Developers of identity verification software;• Located in Europe;• Turnover >£5m.

Location: USA

268638 - E-READERS & COMIC BOOKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Software developer;• Specialises in comic books and manga apps;• Located in Japan.	<ul style="list-style-type: none">• Software developers specialising in e-readers/comic book app development;• Located globally;• EBITDA >£1m.

Location: Japan

268434 - BUSINESS PROCESS AUTOMATION SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Japanese-listed;• Software developer whose principal product allows for the automation of business operations;• Operations across the Far East.	<ul style="list-style-type: none">• Software developers specialising in business process automation;• Located globally;• EBITDA >£1m.

Location: Japan

269501 - ENTERPRISE NETWORKS & SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Network test and measurement business;• Located in the US.	<ul style="list-style-type: none">• Carve outs of products or service businesses involved in enterprise networks or IT;• High margin software or services elements;• Located in the US or Europe;• Turnover >£5m.

Location: USA

261585 - TEMPORARY WORKSPACE SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Online software solutions developer for the temporary work market;• Owns a cloud-based SaaS solution which facilitates candidate screening, pay statements, contracts and invoices;• Based in France.	<ul style="list-style-type: none">• Software developers and providers operating in the temporary workspace;• Located across Europe;• Revenues up to €20m.

Location: France

267693 - VERTICAL MARKET SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Group of vertical software companies;• Highly acquisitive;• Operates across the US, Canada, Europe and Australia.	<ul style="list-style-type: none">• Mission-critical vertical market software;• Established businesses and market leaders with a turnover in the range of US\$3m-US\$50m;• Will look smaller (>US\$1m) for companies with a growth rate of 20%;• Located in the US, Europe and Australia;• Specific interest in profitable US-based companies with an EBITDA of US\$1m-US\$5m;• New or legacy technology;• Strong customer base;• Owner to remain post-acquisition;• Will consider distressed.

Location: Canada

4355 - LIFE SCIENCE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Software product and service provider;• Serves the life sciences and health sectors;• Based in the UK and US.	<ul style="list-style-type: none">• Life science software and service providers;• Located globally;• Minimum revenue £2m.

Location: England

265881 - BUSINESS DEVELOPMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of credit scoring technology;• Located in North and South America.	<ul style="list-style-type: none">• Business development software creators;• Communication cloud-based systems;• Located globally;• Turnover >£1m.

Location: Colombia

269648 - CUSTOMER ENGAGEMENT & DATA MANAGEMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of AI-driven customer engagement, digital self-service, and first-party consumer data management software;• Headquartered in the US.	<ul style="list-style-type: none">• Providers of customer engagement and data management software;• Located in Europe;• Turnover >£5m.

Location: USA

258918 - BANKING SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer and provider of multichannel self-service banking software;• Offers ATM software and ATM switch solutions, internet banking software and mobile banking software;• Clientele are over 100 banks across the world;• Based in Ireland with offices in Australia, UAE, India, South Africa, Singapore and Egypt.	<ul style="list-style-type: none">• Developers and providers of multichannel self-service banking software;• Located globally;• Minimum EBITDA €500k.

Location: Ireland

269596 - MOBILE TELECOM SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Leading provider of mobile telecom roaming and analytics software;• Headquartered in the US with global operations.	<ul style="list-style-type: none">• Developers of mobile telecom roaming and analytics software;• Located in Europe;• Turnover >£5m.

Location: USA

258365 - ADVERTISING PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Self-serve online advertising platform operating a range of licensing options;• Headquartered in the UK;• Operates in Europe and the US.	<ul style="list-style-type: none">• Advertising platform businesses;• Located in the UK and Europe;• Turnover >£500k.

Location: England

268439 - IT & COMMUNICATIONS SYSTEMS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Japanese-listed;• IT services provider;• Develops software for IT and communications systems;• Based in the Far East.	<ul style="list-style-type: none">• Software developers for IT and communications systems;• Located globally;• EBITDA >£1m.

Location: Japan

270957 - LIMS, ERP & BUSINESS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of ERP, LIMS and CRM software providers;• Serving mid-market customers active in process industries such as pharmaceuticals and food;• Offers a range of other implementation projects and software-related services;• Group members in the DACH and Nordic regions.	<ul style="list-style-type: none">• Providers of LIMS, ERP and business software for process industries;• Located in Europe;• Potential for international expansion;• EBITDA between €250k-€45m.

Location: Germany

269235 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer of software and enterprise solutions to sectors including financial services, retail and automotive;• Services include IoT, data analytics, software solutions and automation;• Operates across Europe.	<ul style="list-style-type: none">• Software developers;• Providing data analysis and digital strategy services;• Located in Europe;• Minimum EBITDA of £250k.

Location: England

269664 - HEALTHCARE ADVISORY, CONSULTING & SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Comprehensive advisory consulting and software analytics service provider to the healthcare industry;• Located in the US.	<ul style="list-style-type: none">• Advisory, consulting and software analysis providers to the healthcare industry;• Located in Europe;• Turnover >£5m.

Location: USA

266091 - ECM SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of document management software;• Products for many public sector uses;• Located in Germany.	<ul style="list-style-type: none">• Providers of ECM software for the private market;• Broader business software for the public sector e.g. ECM, ERP, finance software & security software);• IT service providers/system integrators with focus on public sector;• Located in Europe with a preference for DACH;• Revenue between €5m-€50m+;• EBITDA between €500k-€10m+.

Location: Germany

266096 - DIGITAL PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and distributor of SaaS software and digital solutions;• Software to digitalise the manufacturing process for automotive retail sector;• Located in France.	<ul style="list-style-type: none">• Developers of digital platform creator to connect manufactures and distributors;• Located in Europe;• Minimum EBITDA £1m.

Location: France

262488 - SOCIAL CARE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Group of social care software companies;• One company provides a cloud-based electronic patient file software;• The other company is a specialised social software provider;• Processes include documentation, quality & risk management and billing;• Located across Western Europe.	<ul style="list-style-type: none">• Software developers with a focus on social care;• Offers cloud-based services;• Located in Western Europe with preference for DACH;• Turnover in the range of €2m-€20m;• EBITDA of €500k-€3m.

Location: Germany

269944 - DIGITAL PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• SaaS platform provider of integrated software solutions for the insurance industry;• Provides e-Trade support for insurers and brokers;• Located in the UK.	<ul style="list-style-type: none">• Digital platforms providing solutions for the insurance industry;• Serves travel insurance and assistance markets in the technology sector;• Located in the US and Europe;• Minimum EBITDA €250k.

Location: England

269981 - SAAS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Media company;• Services include magazine publishing, online education platforms and professional training;• Target industries include education, publishing and entertainment;• Global operations.• Headquartered in Germany.	<ul style="list-style-type: none">• Online platforms with paid digital subscription or SaaS companies;• Early start-ups excluded, a business model must be proven and generating profit;• B2B preferred but B2C possible;• Goal is to acquire a significant majority;• Located globally;• Revenue between €1m-€20m;• EBITDA margin >10%.

Location: Germany

7267 - FLEET MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Commercial vehicle telematics software distributor;• Vehicle tracking and management software;• Located in the UK.	<ul style="list-style-type: none">• Fleet management software providers;• Located in Europe;• Minimum EBITDA £500k.

Location: England

270938 - TAX SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Cloud-based provider of tax compliance solutions;• Services include tax calculation and e-invoicing;• Located in the US.	<ul style="list-style-type: none">• Providers of tax software;• Used in technology and telecommunications sectors;• Located in the US and Europe;• Minimum EBITDA \$250k.

Location: USA

265768 - SPORT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of a software platform for easy to access and user-friendly tools for operational, management and consumers;• Online platform;• UK-based.	<ul style="list-style-type: none">• Developers of sports-related software platforms;• Based in Europe;• Turnover up to £10m.

Location: England

269950 - PROPERTY MANAGEMENT PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Enterprise software service provider;• Provides IPMS and patent analytics software solutions for law firms;• Provides IP and business services;• Located in the US.	<ul style="list-style-type: none">• Providers of digital platforms for innovation and intellectual property management solutions;• Data analytics and tech-enabled services for law firms;• Located in the US and Europe;• Minimum EBITDA €250k.

Location: USA

253438 - TRAVEL SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer and provider of global travel technology;• Managing packaged holiday operators, including reservation and yield management;• Located in the UK.	<ul style="list-style-type: none">• Developers of software for the travel sector;• E-commerce platform for the leisure travel industry;• Located in Europe and Asia;• Minimum EBITDA £250k.

Location: England

266955 - EDUCATION SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer and provider of educational and corporate software;• Helps students and employees with reading, writing and numeracy difficulties;• Located in the UK.	<ul style="list-style-type: none">• Developers and providers of education software;• Assistive technology for individuals with learning difficulties;• Located in Europe;• Minimum EBITDA £250k.

Location: Northern Ireland

269232 - VEHICLE TELEMATICS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer and supplier of telematics technology to commercial vehicle fleets;• Located in the UK, US and Australia.	<ul style="list-style-type: none">• Vehicle telematics software developers and suppliers;• Fleet management software;• Located in Europe and the US;• Minimum EBITDA of £500k.

Location: England

259044 - GOVERNANCE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Business transformation software and consulting services provider;• Offers a range of enterprise governance software solutions to a range of industry sectors;• Offers implementation and training services;• Headquartered in France with offices located globally.	<ul style="list-style-type: none">• Business transformation consultancies;• Software providers focused on governance software;• Active across a range of industry sectors;• Located globally;• Turnover above €2m.

Location: France

268938 - ENTERPRISE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Supplier of enterprise software;• Products include business and accounting software;• Operates globally.	<ul style="list-style-type: none">• Suppliers/installers of enterprise software;• Services include project management, implementation and support;• Located globally;• Minimum EBITDA £250k.

Location: England

270025 - FINTECH SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Investment advice provider and FinTech software;• Used by corporates, wealth managers and charities;• Located in the UK.	<ul style="list-style-type: none">• Providers of investment advice, research and technology;• Located in Europe;• Minimum EBITDA £250k.

Location: England

270722 - SAAS PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Cloud-based service providers that automate processes associated with third-party risk management;• Products include tools to ensure the optimal performance of key business processes;• Located in the US.	<ul style="list-style-type: none">• Developers of SaaS platform that provides risk and service delivery management solutions;• Located in the US and Europe;• Minimum EBITDA \$250k.

Location: USA

270719 - TRADING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Providers of trading software and brokerage services to active traders;• Products include tools to analyse the markets and simulate trades;• Located in the US.	<ul style="list-style-type: none">• Software services that support new and advanced traders;• Located in the US and Europe;• Minimum EBITDA \$250k.

Location: USA

262629 - PRICING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Developer and reseller of a SaaS platform which provides pricing data for non-traded food ingredients;• Sells to customers on a subscription basis;• Located in the UK.	<ul style="list-style-type: none">• Procurement strategy provider to the food, health & beauty and hospitality sectors;• Software developer which analyses pricing data;• Located in Europe;• Minimum EBITDA £500k.

Location: England

259568 - SAAS & DATA MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Software developer;• Provides an advanced automation platform;• Platform extracts, aggregates, improves and organises data and documents for analysis business processes;• Offices in the UK and US.	<ul style="list-style-type: none">• SaaS software providers;• Involved in data management, reporting and analytics;• Located in Europe, the UK and US;• Turnover in the range of £1m-£7m.

Location: England

261376 - SAP DIGITAL PLATFORM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Platform provider of SAP system management and application performance monitoring software;• Used by corporate customers;• Located in Switzerland.	<ul style="list-style-type: none">• Developers of digital platform that provides SAP automation operations;• Located in Europe and the US;• Minimum EBITDA £250k.

Location: Switzerland

257942 - SOFTWARE CONSULTANCY & CLOUD *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Software consultancy and analytics services provider;• Provides digital transformation, digital strategy planning and cloud computing;• Operates in the UK.	<ul style="list-style-type: none">• IT consultancies focused on cloud and digital transformation;• IT implementation focused on Microsoft Dynamics;• Located in Europe;• EBITDA margin of >10%.

Location: Scotland

263230 - RISK, SECURITY & COMPLIANCE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Global leader in Business Continuity Management (BCM) software;• Serves clients in the UK and internationally;• Services include Business Impact Analysis (BIA), crisis management, disaster recovery and compliance.	<ul style="list-style-type: none">• Software sales, specialising in risk, security and compliance;• Located across the UK and Europe;• Turnover up to £2.5m.

Location: England

252512 - SAP CONSULTANCY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• SAP software consultancy;• Services include hosting solutions, SAP maintenance and licences;• Located in the UK.	<ul style="list-style-type: none">• Providers of SAP support, implementation and consulting services;• Located in Europe;• Minimum EBITDA £250k.

Location: England

257454 - DATA ANALYTICS & SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Data analytics provider;• Serves insurance, natural resources, financial services, government and risk management sectors;• Located in the South;• Operates globally.	<ul style="list-style-type: none">• Data analytics providers;• Software development;• Located globally;• Turnover in the range of £1m-£10m.

Location: England

256535 - INSURANCE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• European PE-owned;• Provider of software solutions for insurance companies;• Flagship product is a modular solution allowing the complex automation of insurance businesses;• Offices across Europe.	<ul style="list-style-type: none">• Pure-play software providers;• Software developed for the insurance industry;• Software solutions for a range of insurance providers;• Located across Europe;• Minimum EBITDA €500k.

Location: England

265403 - INFOR M3 *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Implementer of business software, including provision of analysis, consulting, training and long-term support;• Focused on providing enterprise resource planning (ERP) systems in the DACH region.	<ul style="list-style-type: none">• Companies should focus on services surrounding the Infor M3 product;• Located in Western Europe with a strong preference for DACH;• Profits in excess of €1m.

Location: Austria

264166 - SOCIAL WORK SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Developer of a core business systems software for the youth care market;• Software integrates administration, documentation, control and billing;• Located in Germany.	<ul style="list-style-type: none">• Software developers with a focus on the social work market;• Located in Europe, particularly DACH;• Turnover in the range of €2m-€20m;• EBITDA in the range of €500k-€3m.

Location: Germany

266962 - SOFTWARE DEVELOPER *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Software developer;• Active in facilities management, maintenance management, IT services, infrastructure and fleet management;• Offices in the UK and Europe.	<ul style="list-style-type: none">• Software developers;• Active in a range of industries;• Located globally with a focus on Europe;• Minimum EBITDA €500k.

Location: England

269902 - HUMAN RESOURCE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• SaaS software provider for human resources (HR) management and payroll solutions;• Provides training and recruitment services;• Located in the UK.	<ul style="list-style-type: none">• Human resource software providers;• Provides HR teams the function to streamline processes and reduce costs;• Located in Europe;• Minimum EBITDA £250k.

Location: England

257128 - FLEET MANAGEMENT & TELEMATICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Fleet management and telematics provider;• Operates across Europe, North America and Asia.	<ul style="list-style-type: none">• Fleet payment processing providers;• Customers include energy companies, retail networks and SMEs;• Located in Europe;• Minimum EBITDA £500k.

Location: England

261855 - HEALTHCARE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Healthcare technology developer and distributor;• Allows patients to book appointments and access medical advice via the doctor's surgery website;• Located in the UK.	<ul style="list-style-type: none">• Healthcare technology developers;• Cloud software to provide efficiency to workforce;• Located in Europe;• Minimum EBITDA £250k.

Location: England

250014 - COMPLIANCE RISK SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of compliance risk management and certification services;• Worker protection;• Located in the UK.	<ul style="list-style-type: none">• Developers of compliance risk software;• Safety software;• Located in Europe and the US;• Minimum EBITDA £250k.

Location: England

250014 - COMPLIANCE RISK SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of compliance risk management and certification services;• Worker protection;• Located in the UK.	<ul style="list-style-type: none">• Developers of compliance risk software;• Safety software;• Located in Europe and the US;• Minimum EBITDA £250k.

Location: Wales

TELECOMS

6290 - TELECOMS SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Telecoms services provider;• Services include telecoms operations, engineering, consulting and business process services;• Actively acquisitive;• Located in India;• Global operations.	<ul style="list-style-type: none">• Telecoms services providers;• ISV product suppliers; and IT, OSS/BSS, NOC support and RIM support services;• Services companies for broadcasting, including content management and rights management;• SDN/NFV companies;• IoT devices, services and analytics providers; telecoms focused big data analytics companies;• Salesforce developers with some portion of service to telecoms customers;• Non-voice transactional BPO companies;• Located in the UK, Europe and the US;• Turnover in excess of £7m.

Location: India

259082 - COMMUNICATION NETWORKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer of Open Transport Network (OTN) solutions;• Permits applications to be sent over a practically unlimited distance;• Serves the rail, mining, utilities, oil & gas, motorway and airport sectors;• Based in Belgium with offices located globally.	<ul style="list-style-type: none">• Flexible communication network providers;• Located globally;• Minimum EBITDA €1m.

Location: Netherlands

12975 - TELECOMS & MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Business communications provider;• Solutions include IT and managed services;• History of acquisitions.	<ul style="list-style-type: none">• Telecoms and managed services providers;• Services include, but not limited to cloud, remote connectivity and vehicle tracking;• Located in the UK and Europe;• Turnover up to £10m.

Location: England

262901 - ALTERNATIVE TELECOMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Provider of UCaaS cloud-based telephony services;• Services include integrated and outsourced communication tools including voice, audio & video conferencing, email and voicemail;• Headquartered in the UK.	<ul style="list-style-type: none">• Alternative telecommunication businesses;• Existing cloud-based telephony businesses;• Located in the UK and Europe;• Any EBITDA and turnover considered.

Location: England

260989 - CONNECTIVITY SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Data connectivity provider for remote environments;• Platform which provides machine to machine and Internet of Things connectivity;• Located in the UK.	<ul style="list-style-type: none">• Telecommunications, machine to machine connectivity and telemetry service provider;• Connectivity solutions provider;• Located in Europe and the US;• Minimum EBITDA £500k.

Location: England

12968 - NETWORK, COMMUNICATIONS & SECURITY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of technology and digital services;• Client sectors include the government, health and education;• Track record of acquisitions.	<ul style="list-style-type: none">• Providers of network, communications and security services;• Innovative VARs;• European operators with a UK presence;• Turnover up to £15m.

Location: England

269501 - ENTERPRISE NETWORKS & SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Network test and measurement business;• Located in the US.	<ul style="list-style-type: none">• Carve outs of products or service businesses involved in enterprise networks or IT;• High margin software or services elements;• Located in the US or Europe;• Turnover >£5m.

Location: USA

268636 - MOBILE & FIXED LINE TELEPHONY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• IT/telecoms business;• Also provides digital payment processing services;• Located in Japan;• Operates across the Far East.	<ul style="list-style-type: none">• Businesses involved in IT/telecoms;• Specialising in consumer & corporate mobile and fixed line telephony;• Located globally;• EBITDA >£1m.

Location: Japan

255959 - CONTACT CENTRE TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Contact centre technology provider;• Provides telecommunication solutions and managed services;• Workforce management, call recording, quality monitoring, systems support;• Operates across the UK.	<ul style="list-style-type: none">• Contact centre technology providers;• Digital customer service: virtual assistants and voice automation;• Located in Europe;• Minimum EBITDA £500k.

Location: England

262914 - M2M WIRELESS SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider and installer of M2M wireless solutions;• Products include modems, antennas and accessories.	<ul style="list-style-type: none">• Businesses involved with M2M wireless solutions;• Located in Europe;• Turnover >£5m.

Location: USA

7267 - AUTOMOBILE TELEMATICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Commercial vehicle telematics software distributor;• Vehicle tracking and management software;• Located in the UK.	<ul style="list-style-type: none">• Distributors of automobile telematics;• Located in Europe;• Minimum EBITDA £500k.

Location: England

264428 - TELECOM INFRASTRUCTURE NETWORKS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Designer and installer of telecom towers for mobile network operators;• Supplies fibre-optic broadband networks;• Located in France.	<ul style="list-style-type: none">• Maintenance providers of telecom infrastructure networks for mobile telecommunications operators, equipment manufacturers;• Located globally;• Minimum EBITDA £500k.

Location: France

269106 - B2B MANAGED IT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• B2B provider of cloud-hosted solutions, managed services and IT consulting services;• Customer sectors include corporate, education, legal, finance and retail;• Located in the UK.	<ul style="list-style-type: none">• B2B providers of managed IT services;• Providers of cloud services;• Located in Europe;• Minimum EBITDA £250k.

Location: England

260306 - UNIFIED COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Multi-platform contact centre;• Provides managed services, unified communications, voice biometrics and network services;• Located in the UK.	<ul style="list-style-type: none">• Unified communications provider;• Call centre serving 500-5000 clients;• Located in Europe;• Minimum EBITDA £500k.

Location: England

268459 - ENERGY, ENVIRONMENTAL & IT INFRASTRUCTURE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Overseas;• Infrastructure provider in the energy, environmental and IT sectors;• Provides electrical power supply, IT/telecoms and HVAC facilities;• Located in Japan.	<ul style="list-style-type: none">• Providers of electrical power supply, IT/telecoms and HVAC facilities;• Located globally;• EBITDA >£1m.

Location: Japan

69 - INNOVATIVE COMMUNICATIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• AIM-listed;• Managed services and telecoms provider;• Operates in the UK;• Track record of acquisitions.	<ul style="list-style-type: none">• Innovative communications providers;• Located in the UK and Europe;• Will consider distressed;• Turnover in the range of £4m-£10m.

Location: England

266191 - CONNECTIVITY & INTERNET INFRASTRUCTURE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Data connectivity provider;• Connectivity for IOT, cloud and mobile services;• Operates across Europe and the Middle East.	<ul style="list-style-type: none">• Connectivity and internet infrastructure provider;• Located in Europe;• Minimum EBITDA £500k.

Location: England

257128 - FLEET MANAGEMENT & TELEMATICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• PE-owned;• Fleet management and telematics provider;• Operates across Europe, North America and Asia.	<ul style="list-style-type: none">• Fleet payment processing providers;• Customers include energy companies, retail networks and SMEs;• Located in Europe;• Minimum EBITDA £500k.

Location: England

269095 - B2B COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• B2B unified communications business;• Services include mobile, collaboration and cloud-hosted solutions;• Located in the Netherlands.	<ul style="list-style-type: none">• B2B unified communications businesses;• Providers of collaborative technology;• Located in Europe;• Minimum EBITDA €500k.

Location: Netherlands