



Langcliffe International

ICT BUYERS

ACQUISITIVE IN THE US

APRIL 2022

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

SECTORS

To view our buyers targeting US-based opportunities in the Cloud, Cyber Security, 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 mark.eardley@langcliffeinternational.com

- [CLOUD](#)
- [CYBER SECURITY](#)
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CLOUD

265881 - CLOUD-BASED COMMUNICATION SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of credit scoring technology;• Located in North and South America.	<ul style="list-style-type: none">• Cloud-based communication systems;• Business development software creators;• Located globally;• Turnover greater than US\$1m.

Location: Colombia

271146 - OUTSOURCED MANAGED SERVICES, CLOUD COMPUTING & INFRASTRUCTURE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• End-to-end IT service provider;• Specialises in software applications and IT infrastructure;• Located in the US and the UK.	<ul style="list-style-type: none">• Providers of outsourced managed services, cloud computing and infrastructure services;• Serving mid to large organisations;• Located in the US and Europe;• Minimum EBITDA US\$4m.

Location: England

CYBER SECURITY

2016 - CYBER SECURITY & HOSTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Online retailer of FMCGs;• Focuses on beauty, health, luxury and technology brands.	<ul style="list-style-type: none">• Technology and ICT infrastructure;• Capabilities including cyber security, hosting, translation, payments and associated tech;• Located globally;• EBITDA greater than US\$1m.

Location: England

276635 - TECH, CYBER SECURITY & DIGITAL ANALYTICS CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Consulting firm;• Offers technical, legal, scientific and financial advisory services;• Operates globally.	<ul style="list-style-type: none">• Technology, cyber security and digital analytics consultancies;• Located in the US, the UK, Europe and Asia;• EBITDA above US\$1m;• EBITDA margins above 20%.

Location: USA

273164 - CYBER SECURITY SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer and provider of cloud-based cyber security solutions;• Products include threat protection, antivirus and mail security, and endpoint rights management;• B2B and B2C customers located globally.	<ul style="list-style-type: none">• Providers of cyber security solutions;• Ideally those with SME-focused products and customer base;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: Denmark

274422 - ENTERPRISE GRADE CYBER SECURITY & ADVISORY SERVICES (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of specialist cyber security platforms for alternative investments; • Develops integrated proprietary security solutions; • Customers include hedge funds, family offices, private equity firms, real estate companies and venture capital firms; • Headquartered in the US, with additional offices across the UK. 	<ul style="list-style-type: none"> • Providers of enterprise grade cyber security solutions and advisory services; • Especially those specialising or serving investment firms; • Located in North America or Europe; • Minimum EBITDA US\$250k.

Location: USA

277144 - CRIME/FRAUD THREAT DETECTION SOFTWARE (*CLICK REFERENCE TO ENQUIRE*)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Developer of threat detection data and analytics software solutions; • Provides solutions that protect against cyber-crime, money laundering, fraud and terrorism; • Customers include institutions and government agencies; • Located in the UK. 	<ul style="list-style-type: none"> • Developers of proprietary crime and fraud threat detection software; • Serving both institutions and government agencies; • Located in North America, Europe or Asia; • Minimum EBITDA US\$500k.

Location: England

273153 - ANTI-FRAUD REGTECH SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of regulatory technology software;• Focuses on anti-money laundering and Know Your Customer compliance solutions;• Services include individual and business identification verification platforms, and fraud protection;• Large B2B client base;• Located in the UK.	<ul style="list-style-type: none">• Providers of anti-fraud regulatory technology solutions;• Offering anti-money laundering, Know Your Customer and customer due diligence digital solutions;• Located in North America or Europe;• Minimum EBITDA US\$250k.

Location: England

274653 - SOFTWARE & REGULATORY TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of software for intelligent automation and digital decision making;• Aims to ease daily tasks and provide end-to-end automation for users;• Services include risk management, regulatory and compliance tasks, fraud prevention and customer retention;• Subsidiaries in Europe, the US and Asia.	<ul style="list-style-type: none">• Providers of automation software, compliance and credit software or regulatory technologies;• Areas covered include risk, fraud, compliance and process automation;• Serving regulated industries such as banks, insurances, leasing and energy;• Located in the US, Europe and Asia;• Revenues between US\$1m-US\$60m;• Minimum EBITDA US\$500k.

Location: Germany

274567 - CYBER SECURITY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Cyber security provider offering end-to-end responsive and consultancy services;• Supports businesses in sectors including financial services, telecommunications and the public sector;• Located in Europe, the US, South Africa and Australia.	<ul style="list-style-type: none">• Cyber security service providers including consultancies and managed security services (MSS);• Particularly interested in Microsoft-focused security expertise;• Located globally;• Turnover greater than US\$6m;• Positive EBITDA.

Location: England

HOSTING

2016 - CYBER SECURITY & HOSTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Online retailer of FMCGs;• Focuses on beauty, health, luxury and technology brands.	<ul style="list-style-type: none">• Technology and ICT infrastructure;• Capabilities including cyber security, hosting, translation, payments and associated tech;• Located globally;• EBITDA greater than US\$1m.

Location: England

MANAGED SERVICES

268933 - HEALTHCARE IT & PROFESSIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK 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 including medical data analysis;• Located globally;• Minimum EBITDA US\$300k.

Location: England

262409 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Focuses on business services. consumer, industrial, manufacturing and technology;• Preference for control investments and private companies or divestures;• Experienced in MBOs;• Located in the US.	<ul style="list-style-type: none">• Sectors of interest include business services, consumer, industrial, manufacturing and technology;• Preference for controlling positions;• Located in North America or Europe;• EBITDA between US\$5m-US\$35m for platforms;• EBITDA can be smaller for earlier stage or bolt-ons.

Location: USA

274920 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Targets mid-market companies;• Takes a majority or minority stake;• Invests in liquidation and divesture deals.	<ul style="list-style-type: none">• Sectors of interest include business and tech-enabled services, industrial, tech and telecoms, healthcare and energy;• Located in North America;• Minimum EBITDA US\$5m.

Location: USA

274311 - MANAGED NETWORK SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of managed network solutions and services;• Offers data centre, communication, cloud, IoT and security solutions;• Services include system design, installation and ongoing management;• Global customer base.	<ul style="list-style-type: none">• Providers of bespoke managed network services;• Located in the US or Europe;• Minimum EBITDA US\$200k.

Location: Scotland

271146 - OUTSOURCED MANAGED SERVICES, CLOUD COMPUTING & INFRASTRUCTURE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• End-to-end IT service provider;• Specialises in software applications and IT infrastructure;• Located in the US and the UK.	<ul style="list-style-type: none">• Providers of outsourced managed services, cloud computing and infrastructure services;• Serving mid to large organisations;• Located in the US and Europe;• Minimum EBITDA US\$4m.

Location: England

268098 - DOMAIN NAME REGISTRATION SERVICES *(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;• Based in London;• Operates globally.	<ul style="list-style-type: none">• Providers of domain name registration services;• Located globally, preferably in emerging markets;• Focusing on bolt-on sized transactions;• Turnover up to US\$45m.

Location: England

257631 - DATA INTEGRATION & ETL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Providers of cloud-based data extraction and transformation tools;• Provides ELT software to aid data utilisation and decision making;• Customers across the UK, the US and EMEA;• Based in the UK.	<ul style="list-style-type: none">• Java and database skilled development teams;• Data integration and complementary ETL technologies;• Teams with less than 20 employees;• Located in the US and Europe;• Turnover up to US\$6.5m.

Location: England

275419 - DATA SCIENCE SERVICES & SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of specialist data management, data analytics and data mining products and services;• Supports global financial institutions;• Located globally.	<ul style="list-style-type: none">• Providers of data science services and solutions;• Services including training, support, consulting and software development;• Located globally;• Minimum EBITDA US\$600k.

Location: Northern Ireland

273125 - DIGITAL TRANSFORMATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of strategic business consulting and technology services;• Specialisms include digital transformation, cloud first/cloud migration, customer engagement, DevOps, data and analytics, and automation;• Diverse blue chip client base;• Located in the UK, Romania and Lithuania.	<ul style="list-style-type: none">• End-to-end digital transformation to streamline operations and reduce costs;• Developers of product and/or technology innovation programmes;• Providers of strategic consulting and technology services;• Advisors in business, product and digital strategy;• Located globally;• Minimum EBITDA US\$1m.

Location: England

8203 - IT SERVICES & BUSINESS SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of IT services and business solutions;• Offers a range of IT managed services to assist businesses in growth and transformation;• Services include IT outsourcing, IT resourcing and IT partnerships;• Located in the UK and India;• Operates globally.	<ul style="list-style-type: none">• Tech companies;• Providers of IT services and business solutions;• Service-based companies where IT and automation technology can be applied;• Located globally;• Minimum EBITDA US\$500k.

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;• Comprised of a number of growing businesses;• Operations throughout Europe.	<ul style="list-style-type: none">• IT services in any 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 US\$30m;• Larger turnover will be considered.

Location: England

MOBILE APPS

273582 - APPS & SOFTWARE FOR LOCATION MONITORING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of tracking and wellbeing monitoring technology;• Produces low power, wearable monitoring technology;• Used primarily by healthcare providers, the justice system and private individuals;• Global customer base;• Headquartered in the UK with further operations in the US.	<ul style="list-style-type: none">• Providers of phone apps and software with monitoring/alert system capabilities;• Providers of remote alert systems for use in healthcare settings or emergencies;• Developers of wearable location monitoring accessories;• Located in the US and Europe;• Minimum EBITDA US\$250k.

Location: England

11244 - RECRUITMENT TECHNOLOGY & JOB SITES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Online job site and provider of human capital solutions;• Works with the vast majority of Fortune 1000 companies;• Part of a global group;• Present in 60 markets globally.	<ul style="list-style-type: none">• Recruitment technology businesses and job sites;• No interest in recruitment agencies;• Active across a range of sectors;• Located across the US and Europe;• Minimum EBITDA c.US\$1m.

Location: England

274333 - ENTERPRISE-GRADE SOFTWARE & APPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of digital transformation services;• Services include consulting and software development;• Global blue chip customer base;• Located in the US.	<ul style="list-style-type: none">• Developers of enterprise-grade software, apps and platforms;• Providers of digital transformation support services;• Located in the US or Europe;• Minimum EBITDA US\$250k.

Location: USA

PRINT & DOCUMENT MANAGEMENT

260621 - DOCUMENT MANAGEMENT & INFORMATION GOVERNANCE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of document management solutions for physical and digital records;• Solutions include enterprise content management services, offsite storage and shredding;• Sectors served include healthcare, education, financial services and government;• Located in the US.	<ul style="list-style-type: none">• Providers of document management and information governance services;• Located in North America or Europe;• Minimum EBITDA US\$1m.

Location: USA

274665 - PRINT & DOCUMENT MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of workplace collaboration and workflow technology solutions;• Specialises in print, workflow, visual communication and workspace collaboration solutions;• Clients include global mid to large sized enterprises;• Headquartered in the UK.	<ul style="list-style-type: none">• Developers of digital communication and collaboration, printing, and document management solutions;• Located in North America or Europe;• Minimum EBITDA US\$300k.

Location: England

SOFTWARE

275089 - HEALTHCARE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• TSX-listed;• Developer of healthcare software;• Develops patient flow and operational visibility software to assist in patient management and support;• Located in Canada.	<ul style="list-style-type: none">• Healthcare software developers;• End-to-end patient flow and operational visibility solutions;• Serving long-term community care and mental health care agencies;• Located in North America, Europe or the UK;• Turnover between US\$1m-US\$7m.

Location: Canada

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of medical imaging software;• Located in the UK.	<ul style="list-style-type: none">• Medical imaging software developers;• Located in the US and Europe;• Minimum EBITDA US\$600k.

Location: England

260898 - INTEGRATED HEALTHCARE SYSTEMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of patient safety and risk management software;• Provides tools used to input, track, analyse and report patient safety and incidents data;• 75% of NHS service providers are customers;• Customers in the social care, primary care, and mental health sectors;• Located in the UK.	<ul style="list-style-type: none">• Providers of digital patient safety systems;• Designed for use across healthcare sub-sectors;• Located in the US, Europe and Australia;• Turnover between US\$2m-US\$30m.

Location: England

275367 - HEALTH INFORMATION & PATIENT ENGAGEMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of software and tech-enabled healthcare information management solutions; • Supports healthcare providers throughout the lifecycle of patient encounters; • Located in the US. 	<ul style="list-style-type: none"> • Developers of health information management and patient engagement software solutions; • Including release of medical information, digital forms, patient scheduling, check-in and payment solutions; • Located in North America or Europe; • Minimum EBITDA US\$700k.

Location: USA

273198 - HEALTHCARE PRACTICE MANAGEMENT PLATFORMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of a cloud-based healthcare practice management platform; • Services include patient intake, management and communications solutions, and the day-to-day workflow systems; • Users are primarily dental practices but also other healthcare providers; • Located in the US. 	<ul style="list-style-type: none"> • Developers of similar digital healthcare practice and patient management platforms; • Providers of compatible and integrable workflow and communications solutions and tools; • Located in North America or Europe; • Minimum EBITDA US\$500k.

Location: USA

4355 - LIFE SCIENCE SOFTWARE (CLICK REFERENCE TO ENQUIRE)

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

Location: England

275623 - HEALTHCARE IT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of software solutions for drug and medical device studies;• Services include clinical data management, clinical trial management, clinical document management, clinical data science services and patient insight solutions;• Operates internationally.	<ul style="list-style-type: none">• Providers of healthcare IT solutions;• Focusing on services for the management of clinical drug trials;• Located in the US and Europe;• Minimum EBITDA US\$500k.

Location: Germany

275410 - PHARMACEUTICAL END-TO-END TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Manufacturer and distributor of pharmaceutical goods;• Also offers in-house pharmacy services;• Located in the US.	<ul style="list-style-type: none">• Pharmaceutical end-to-end technology;• Particularly interested in pharmaceutical companies, private healthcare and specialist healthcare providers;• Innovative pharmaceutical solutions;• Located globally;• Minimum turnover US\$50m.

Location: USA

11244 - RECRUITMENT TECHNOLOGY & JOB SITES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Part of a global group;• Online job site and provider of human capital solutions;• Works with the vast majority of Fortune 1000 companies;• Present in 60 markets globally.	<ul style="list-style-type: none">• Recruitment technology businesses and job sites;• No interest in recruitment agencies;• Active across a range of sectors;• Located across the US and Europe;• Minimum EBITDA c.US\$1.3m.

Location: England

266577 - NICHE HEALTHCARE BUSINESSES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Manufacturer of products relating to the healthcare, medical and environmental sectors;• Operates across North and South America, Europe and Asia.	<ul style="list-style-type: none">• Niche healthcare and environmental businesses;• Particularly interested in technology and software providers, including healthcare IT, invitro diagnostics and biopharma solutions;• MedTech (class 1 & 2) i.e. patient monitoring, health assessments, lab instruments, and drug discovery and IT;• Manufacturers of whole medical devices and components;• Preference for proprietary branded products as opposed to services;• No interest in CMO;• Located globally;• Steady growth preferred;• Minimum EBITDA US\$1m;• Minimum EBITDA margin of 10%.

Location: England

268252 - MEDICAL BILLING & CLINICAL CODING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Medical billing provider;• Serves private practices, billing companies, hospital systems, health centres, healthcare consulting firms, and healthcare IT companies;• Operates across 19 states.	<ul style="list-style-type: none">• Medical billing or clinical coding companies;• Contracts with a number of healthcare providers;• Owners of their own software and technologies;• Located in North America and the UK;• Turnover between US\$600k-US\$5m;• EBITDA above US\$200k.

Location: USA

268906 - FLEET MANAGEMENT, ASSET MANAGEMENT & DECISION SUPPORT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Manufacturer of wireless control solutions for safety and mission critical applications; • Active in the industrial, transportation, safety systems and mining sectors; • Located in the US with global operations. 	<ul style="list-style-type: none"> • Developers of fleet management, asset management and decision support software; • Located globally; • Minimum turnover US\$6.5m.

Location: USA

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US 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 North America and Europe; • Minimum EBITDA US\$300k.

Location: USA

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of e-learning course development services and a learning management platform; • Solutions include course authoring, gamification and off-the-shelf courses; • Products used by businesses, government and educational institutions; • Located in the US. 	<ul style="list-style-type: none"> • Developers of learning management software solutions; • Providers of e-learning course authoring platforms; • Located in North America or Europe; • Minimum EBITDA US\$500k.

Location: USA

255392 - BOOKING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of chauffeur and corporate transport services;• Offers transport for roadshows and events;• Located in the UK.	<ul style="list-style-type: none">• Providers of transport bookings management software;• Located globally;• Minimum EBITDA US\$650k.

Location: England

275177 - CONTENT MANAGEMENT SYSTEM SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Provider of content management system (CMS) solutions;• Serves media firms, financial and public researchers, academics and corporate companies;• Services include editorial and workflow management, automation of routine processes and up-to-date content;• Headquartered in Italy;• Located across Europe, the US and Asia.	<ul style="list-style-type: none">• Providers of CMS solutions;• Serving clients with high-value content and complex workflow management needs;• Located in the US and Europe;• Minimum EBITDA US\$250k.

Location: Italy

270722 - RISK & SERVICE DELIVERY MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

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

Location: USA

265881 - BUSINESS DEVELOPMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of credit scoring technology;• Located in North and South America.	<ul style="list-style-type: none">• Business development software creators;• Located globally;• Turnover above US\$1m.

Location: Colombia

9357 - SAAS & BUSINESS SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Media group specialising in consumer, business and travel publishing;• Backed by HNWIs;• £50m cash available for acquisitions;• 25 acquisitions over the last 10 years.	<ul style="list-style-type: none">• Specific focus on SaaS and business software;• Must have own IP;• No over-reliance on single/small group of customers;• Located globally;• EBITDA between US\$600k-US\$15m;• Minimum EBITDA US\$1m if overseas;• Will consider lower EBITDAs for an asset purchase;• History of generating profits for 3+ years;• Will consider businesses which are suffering from slow growth, no growth or gentle decline.

Location: England

270719 - TRADING SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of trading software and brokerage services to active traders;• Products include tools to analyse the markets and simulate trades.	<ul style="list-style-type: none">• Software services that support new and advanced traders;• Located in the US and Europe;• Minimum EBITDA US\$10m.

Location: USA

277144 - CRIME/FRAUD THREAT DETECTION SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of threat detection data and analytics software solutions;• Provides solutions that protect against cyber-crime, money laundering, fraud and terrorism;• Customers include institutions and government agencies;• Located in the UK.	<ul style="list-style-type: none">• Developers of proprietary crime and fraud threat detection software;• Serving both institutions and government agencies;• Located in North America, Europe or Asia;• Minimum EBITDA US\$500k.

Location: England

250222 - VERTICAL MARKET SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian privately-owned;• Group of vertical market technology companies;• Funding available.	<ul style="list-style-type: none">• Vertical market software developers;• Across various industries;• 50% recurring revenue;• Located globally;• Turnover above US\$6m for new verticals;• Will consider a smaller turnover for existing verticals.

Location: Canada

250014 - COMPLIANCE RISK SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of compliance risk management and certification services;• Focuses on worker protection;• Located in the UK.	<ul style="list-style-type: none">• Developers of compliance risk software;• Developers of safety software;• Located in the US and Europe;• Minimum EBITDA US\$300k.

Location: Wales

273149 - SOFTWARE DEVELOPMENT, CONSULTING & SUPPORT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of software development and digital services; • Specialises in IT outsourcing, innovation and growth, software consulting and technical services; • Operates B2B, primarily serving technology companies. 	<ul style="list-style-type: none"> • Providers of software development capabilities, and technical consulting and support; • Specialised in customer facing and business critical applications; • Located globally; • Minimum EBITDA US\$250k.

Location: France

274477 - EDTECH SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Developer of educational support EdTech solutions; • Provides speech, language, maths and infrastructure solutions; • Solutions are used by students, teachers and people with dyslexia; • Headquartered in Denmark. 	<ul style="list-style-type: none"> • Developers of EdTech software solutions; • Providers of speech, language, maths support software and infrastructure solutions; • Located in the US and Europe; • Minimum EBITDA US\$500k.

Location: Denmark

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK privately-owned; • Data analytics provider; • Serves the insurance, natural resources, financial services, government and risk management sectors; • Operates globally. 	<ul style="list-style-type: none"> • Data analytics providers; • Software developers; • Located globally; • Turnover between US\$1m-US\$15m.

Location: England

275355 - ENTERPRISE CONTENT MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of enterprise content management software solutions for the education sector;• Proprietary solutions include cloud-based document management, electronic forms and workflow automation software;• Customers include higher education institutions and schools;• Located in the US.	<ul style="list-style-type: none">• Developers of enterprise content management SaaS platforms and solutions;• Providing solutions for education institutions;• Located in North America or Europe;• Minimum EBITDA US\$750k.

Location: USA

278209 - BUSINESS PROCESS OUTSOURCING SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of process automation software;• Services include artificial intelligence and document processing;• Located in the US.	<ul style="list-style-type: none">• Providers of business process outsourcing software;• Located in the US and Europe;• Minimum EBITDA US\$600k.

Location: USA

272209 - ERP SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of enterprise resource planning (ERP) software;• Provides 24/7 support to aid businesses with day-to-day operations and data flow;• Serves the manufacturing, energy, engineering and food industries;• Customers located globally.	<ul style="list-style-type: none">• Enterprise software providers;• IT consultancies with an expertise in MarTech, SalesTech, data and analytics;• Located in the US and Europe;• EBITDA between US\$500k-US\$3m.

Location: Scotland

273673 - MOLECULE DISCOVERY & ANALYSIS SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of computer aided drug discovery (CADD) software;• Solutions include a range of integrated AI supported software for the design, optimisation and analysis of small molecules;• Customers include large global pharmaceutical companies;• Located in the UK.	<ul style="list-style-type: none">• Developers of molecule discovery or analysis software;• Providers of AI supported data analysis solutions for the pharmaceutical sector;• Located in the US and Europe;• Minimum EBITDA US\$200k.

Location: England

273169 - SOCIAL MEDIA ANALYTIC SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Online trend analysis software platform;• Develops cloud-based social listening platforms;• Connects social media trends with real-time business insights;• Located in the UK, the US and Asia.	<ul style="list-style-type: none">• Developers of monitoring software for social media analytics;• Subscription-based software;• Software to help businesses understand their customers and optimise marketing campaigns;• B2B-focused;• Located globally;• Minimum EBITDA US\$250k.

Location: Luxembourg

271929 - PERFORMANCE MANAGEMENT SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Cloud-based platform provider of employee recognition and reward software;• Located in the US.	<ul style="list-style-type: none">• Providers of performance management software;• Located in the US and Europe;• Minimum EBITDA US\$250k.

Location: USA

270938 - TAX SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK 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 the technology and telecommunications sectors;• Located in the US and Europe;• Minimum EBITDA US\$300k.

Location: USA

273426 - OUTSOURCED ADMIN SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of a one-stop cloud-based outsourced services platform;• Services include accounting, tax, payroll, paralegal, staffing, and other related administration;• Global client base includes multinational companies, private equity firms and real estate companies;• Global subsidiaries.	<ul style="list-style-type: none">• Providers of outsourced admin software;• Developers of industry grade compatible digital solutions;• Designed for use in large multinational and decentralised organisations;• Located globally;• Minimum EBITDA US\$300k.

Location: Spain

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 industries;• Offers implementation and training services;• Headquartered in France with global offices.	<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 US\$2m.

Location: France

273212 - CUSTOMER ENGAGEMENT & CONTENT MANAGEMENT PLATFORMS
 (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of a cloud-based customer engagement and content management SaaS platform; • Services include digital signage, interactive kiosks, on-hold marketing, on-premises messaging, and music and Wi-Fi marketing; • Client base comprises of franchisors, corporate centric and OEM dealerships; • Located in the US. 	<ul style="list-style-type: none"> • Developers of enterprise-grade customer engagement and content management SaaS platforms; • Providers of compatible digital solutions that are included in or complementary to the current service offerings; • Located in North America or Europe; • Minimum EBITDA US\$500k.

Location: USA

5383 - TECHNOLOGY SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of real-time data streaming and messaging services; • Serves the corporate and consumer sectors. 	<ul style="list-style-type: none"> • Technology solution providers that solve real-world, business challenges; • Located in the UK and the US; • Minimum EBITDA US\$300k.

Location: England

278207 - PLANNING & FORECASTING SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of cloud-based scenario planning software; • Provides modelling solutions used in commercial supply chain, finance and operations management; • Offices located globally; • Based in the UK. 	<ul style="list-style-type: none"> • Providers of planning and forecasting software and services; • IT consultancies with an expertise in MarTech, SalesTech, data and analytics; • Located in the US and Europe; • EBITDA between US\$600k-US\$3m.

Location: England

273561 - INTRANET SOFTWARE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of intranet software platforms to improve employee engagement, productivity, workflow and collaboration;• Offers support training, consulting and software design;• Global customer base of enterprise, mid-market and public organisations;• Headquartered in the UK and the US.	<ul style="list-style-type: none">• Developers of intranet software solutions for use in large organisations;• Providers of integrable business enabling or support tools, applications and solutions;• Employee communications and employee analytics;• Located in the US but will consider Europe;• Minimum EBITDA US\$300k.

Location: England

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Supplier of enterprise software;• Offers business and accounting software;• Operates globally.	<ul style="list-style-type: none">• Suppliers and installers of enterprise software;• Offering project management, implementation and support services;• Located globally;• Minimum EBITDA US\$300k.

Location: England

270447 - HOSPITALITY SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Belgian PE-owned;• Software developer;• Provides SaaS solutions to businesses in the hospitality industry;• Headquartered in the Netherlands, operates globally.	<ul style="list-style-type: none">• Software developers for the hospitality industry;• Software to be used by hospitality managers mainly in the accommodation rental sector;• Located globally;• Turnover above US\$1m.

Location: Netherlands

274713 - ERP SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• IT services provider;• Services include IT solutions and services, management consulting, technical consulting, and partner solutions;• Clients are in the logistics, durable and non-durable goods, and pharmaceutical sectors;• Based in the US.	<ul style="list-style-type: none">• Providers of ERP software;• Focusing on distributive industries, including publishing, pharmaceutical and logistics;• Providers of modules including HR modules and BI solutions;• Located in the US and Europe;• Turnover above US\$5m;• Minimum EBITDA US\$500k.

Location: USA

261376 - SAP AUTOMATION (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;• Offers products to corporate customers;• Located in Switzerland.	<ul style="list-style-type: none">• Developers of digital platforms that provide SAP automation operations;• Located in the US and Europe;• Minimum EBITDA US\$300k.

Location: Switzerland

258970 - UTILITIES SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Developer and provider of utilities software;• Microsoft-based software solutions, managing meter-to-cash processes at utility companies;• Software is used in the multi-utilities sector;• Headquartered in Belgium with additional offices in the US.	<ul style="list-style-type: none">• Developers and providers of utilities software;• Based in the US or the Benelux;• Minimum EBITDA US\$1m.

Location: Belgium

275545 - HORIZONTAL & VERTICAL SOFTWARE INTEGRATION (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • German PE-owned; • Drug and medical device software platform; • Group of software providers active at Phases I-IV in the drug and medical device development lifecycle; • Diverse portfolio active in clinical data management; • Serves large pharma companies globally; • Group members located across Germany, Switzerland, France and the US. 	<ul style="list-style-type: none"> • Similar software offering in new geographies; • New software offering in current geographies; • Software focused on additional development phases and post-market activities; • Software for patient records and data; • Located across the US and Europe; • Minimum EBIT c.US\$500k.

Location: Germany

274333 - ENTERPRISE-GRADE SOFTWARE & APPS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of digital transformation services; • Services include consulting and software development; • Global blue chip customer base; • Located in the US. 	<ul style="list-style-type: none"> • Developers of enterprise-grade software, apps and platforms; • Providers of digital transformation support services; • Located in the US or Europe; • Minimum EBITDA US\$250k.

Location: USA

272024 - INTELLIGENT AUTOMATION SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Provider of robotic process automation solutions; • Used in banking, pharmaceuticals and consumer goods industries; • Located in Germany. 	<ul style="list-style-type: none"> • Providers of solutions for intelligent automation; • Located in the US and Europe; • Minimum EBITDA US\$300k.

Location: Germany

273726 - BUSINESS-CRITICAL SOFTWARE SOLUTIONS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Danish PE-owned; • Provider of business-critical software solutions; • Services include structured release cycle processes, configurations, creation of single source sales channels and CPQ solutions; • Headquartered in Denmark; • Located across Europe, the UK and the US. 	<ul style="list-style-type: none"> • Developers of digital transformation solutions; • Specialising in business-critical software solutions; • Located globally; • Minimum EBITDA US\$250k.

Location: Denmark

276307 - DIGITAL SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Developer of software systems; • Provides a range of services including technology development and consultancy, product development and performance testing scalability; • Full range of end-to-end digital transformation; • Located in Europe and the US. 	<ul style="list-style-type: none"> • Developers of software systems for the acceleration of a businesses' digital capabilities; • Examples include digital advertising, statistical and player index software; • Located in the US and Europe; • Minimum EBITDA US\$300k.

Location: England

272009 - MARKETING PLATFORM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Marketing consultancy; • Operates an online marketing procurement platform; • Serves 75 international markets. 	<ul style="list-style-type: none"> • Marketing platform providers and consultancies; • Located in the UK and US; • Minimum EBITDA US\$300k.

Location: England

277452 - DATA & GEOSPATIAL TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of data and geospatial technology services;• Uses a data discovery platform and geospatial software toolkit;• Operates in the enterprise, public, defence and intelligence sectors.	<ul style="list-style-type: none">• Providers of data and geospatial technology services;• Services include data consulting, applied research and innovations;• Located in the US and the UK;• Minimum EBITDA US\$250k.

Location: England

277113 - WORKPLACE MANAGEMENT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of workplace management software and services;• Provides labour management, time attendance, survey solutions, operations management and consulting services;• Caters to the hospitality, healthcare, retail and restaurant industries.	<ul style="list-style-type: none">• Providers of workplace management software and services;• Operations management software;• Designed for use across the hospitality, healthcare, retail and restaurant industries;• Located in the US, Europe and Asia;• Minimum EBITDA US\$300k.

Location: USA

273249 - LEGAL WORKFLOW/WORKSPACE SAAS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of software that drafts, compares and cleans documents;• Provides legal workflow and workspace technology, helping teams draft, collaborate and manage their work;• Primarily serves the legal sector, but also serves clients in life sciences and corporate organisations.	<ul style="list-style-type: none">• Developers of legal workflow and workspace SaaS solutions;• Providers of documentation productivity applications;• Located globally;• Minimum EBITDA £250k.

Location: USA

274665 - DIGITAL WORKFLOW SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of workplace collaboration and workflow technology solutions;• Specialists in print and workflow, visual communication, and workspace collaboration solutions;• Clients include global mid- to large-sized enterprises.	<ul style="list-style-type: none">• Providers of digital workflow solutions;• Developers of digital communication and collaboration solutions;• Suppliers of workspace consultancy services;• Located in North America and Europe;• Minimum EBITDA US\$300k.

Location: England

277145 - RECEIVABLES COLLECTION, PROCESS AUTOMATION & OPTIMISATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of software and BPO services supporting clients in receivables collection;• Develops supporting compliance, business intelligence and process automation solutions;• Outsourced business process and KPO services include staffing, call centre management, litigation, and accounting services.	<ul style="list-style-type: none">• Developers of receivables collection process automation and optimisation software solutions;• Providers of BPO outsourced staffing, call centre and business services;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

251353 - BUSINESS INTELLIGENCE & ACCOUNTS PAYABLE AUTOMATION *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• Industry award winning data platform;• Solutions include AP discover, intelligent AP automation, AP analytics and invoice processing;• Operates globally.	<ul style="list-style-type: none">• Business intelligence and accounts payable automation;• Located worldwide;• Turnover greater than US\$600k.

Location: Ireland

274134 - DIGITAL PAYMENT & PARKING MANAGEMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of smart city tech-based parking solutions;• Products include single and multi-space parking meters, sensors, digital payment, enforcement and management software;• Global customer base;• Locations across North America and Europe.	<ul style="list-style-type: none">• Developers of digital payment and parking management solutions;• Located in North America or Europe;• Minimum EBITDA US\$500k.

Location: USA

275579 - HEALTH & PHARMA SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Social network for people with chronic conditions;• Offers a range of software and technologies to connect patients and keep them informed;• Software products include newsfeeds, discussion forums and private messaging apps;• Carries out public and private health surveys for major players in the life sciences industry;• Serves a global client base from offices in Paris and Boston.	<ul style="list-style-type: none">• Developers and providers of software and technologies;• Active in the health and pharma space;• Operating digital social platforms for patients and caregivers;• Located in the US and Europe;• Minimum EBIT c.US\$500k.

Location: France

276292 - B2B ENTERPRISE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US privately-owned;• Investor in B2B enterprise software;• Global presence.	<ul style="list-style-type: none">• B2B enterprise software companies;• No interest in managed services, as must be pure software;• Located in North America, the UK and Europe;• Turnover between US\$5m-US\$50m;• Turnover growth below 10%;• ARR between US\$5m-US\$30m;• Would consider a negative EBITDA.

Location: USA

274653 - SOFTWARE & REGULATORY TECHNOLOGIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of software for intelligent automation and digital decision making;• Aims to ease daily tasks and provide end-to-end automation for users;• Services include risk management, regulatory and compliance tasks, fraud prevention and customer retention;• Subsidiaries in Europe, the US and Asia.	<ul style="list-style-type: none">• Providers of automation software, compliance and credit software or regulatory technologies;• Areas covered include risk, fraud, compliance and process automation;• Serving regulated industries such as banks, insurances, leasing or energy;• Located in the US, Europe and Asia;• Revenues between US\$1m-US\$60m;• Minimum EBITDA US\$500k.

Location: Germany

274749 - PERFORMANCE MARKETING & SOFTWARE TECHNOLOGY (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE-owned; • Developer of brand marketing enhancement software; • Offers marketing solutions to digital publishers and advertisers; • Services include native display advertising technology, outsourcing and digitalisation; • Operates across Europe, the US and India. 	<ul style="list-style-type: none"> • Providers of performance marketing solutions and software technology specialists; • Focused on IT-driven tech solutions; • No interest in traditional digital agencies; • Located globally; • Minimum EBITDA US\$4m.

Location: Germany

254753 - AEROSPACE & DEFENCE PE FIRM (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE firm; • Invests in mid-market aerospace and defence businesses; • Invests between US\$50m-US\$150m in equity capital across the life of the investment; • Takes a minority or majority stake. 	<ul style="list-style-type: none"> • Aerospace and defence software businesses; • Located in the US but would consider Europe; • Minimum EBITDA US\$5m.

Location: USA

273199 - HOSPITALITY SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US PE-owned; • Provider of back-of-house restaurant and hospitality management SaaS; • Services include workforce management, HR and payroll, inventory and procurement, and data and analytics solutions; • Global user base. 	<ul style="list-style-type: none"> • Developers of digital human capital and operations management solutions; • Developers of similar front-of-house SaaS platforms; • Specifically for or adaptable to the hospitality sector; • Located in North America and Europe; • Minimum EBITDA US\$500k.

Location: USA

TELECOMS

268896 - MACHINE CONTROL, SENSORS, TELEMETRY & REMOTE OPERATION

(CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of engine controls, wire harnesses, engine accessories and wireless telemetry;• Sectors of activity include irrigation, forestry, construction, mining, water transfer pumping and sewage bypass pumping;• Offices and manufacturing sites located globally.	<ul style="list-style-type: none">• Manufacturers of machine control, sensors, telemetry and remote operation products;• Located globally;• Turnover greater than £US\$6.5m.

Location: USA

274920 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Targets mid-market companies;• Takes a majority or minority stake;• Invests in liquidation and divesture deals.	<ul style="list-style-type: none">• Sectors of interest include business and tech-enabled services, industrial, tech and telecoms, healthcare and energy;• Located in North America;• Minimum EBITDA US\$5m.

Location: USA

260989 - TELECOMS, CONNECTIVITY & TELEMETRY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK 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 providers;• IoT satellite communications providers;• Connectivity solutions providers;• Located in the US and Europe;• Minimum EBITDA US\$600k.

Location: England

274015 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Focuses on middle-market majority and minority investments;• Headquartered in the US;• Operates globally.	<ul style="list-style-type: none">• Sectors include business, financial and government services, industrials, healthcare, consumer and retail, TMT, and energy;• Located in North America or Western Europe;• Minimum EBITDA US\$10m.

Location: USA

270961 - INDUSTRIAL TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Manufacturer and distributor of portable handsets for data cable and network testing;• Products for engineers to improve productivity;• Located in the UK.	<ul style="list-style-type: none">• Manufacturers of industrial technology for engineers;• Located globally;• Minimum EBITDA US\$300k.

Location: England

274311 - MANAGED NETWORK SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of managed network solutions and services;• Offers data centre, communication, cloud, IoT and security solutions;• Services include system design, installation and ongoing management;• Global customer base.	<ul style="list-style-type: none">• Providers of bespoke managed network services;• Located in the US or Europe;• Minimum EBITDA US\$200k.

Location: Scotland

273177 - REMOTE MANAGEMENT & MONITORING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of digital workplace communication and collaboration solutions;• Offers on-site and cloud-based remote management and monitoring capabilities, audio-visual (AV) and video collaboration (VC) solutions, and end-to-end technical support;• Global client base;• Located in the US.	<ul style="list-style-type: none">• Developers of remote management and monitoring digital solutions;• Providers of workplace compatible AV and VC solutions;• Providers of related digital collaboration systems;• Located globally;• Minimum revenue US\$10m.

Location: USA

263610 - FTTH TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• STO-listed;• Technology group;• Offers fibre communication solutions and services;• Headquartered in Sweden.	<ul style="list-style-type: none">• Providers of FTTH technology;• Focusing on production and assembly;• Particular interest in components for FTTH communications, including pipes, ducts and cables;• No interest in installation;• Located globally;• Minimum EBITDA US\$2m.

Location: Sweden

273191 - DIGITAL CONNECTIVITY SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of a social intranet and internal communication SaaS platform;• Focuses on employee engagement and collaboration software;• Global user base.	<ul style="list-style-type: none">• Developers of integrable enterprise-grade digital connectivity solutions;• Providers of business intranet platforms;• Located globally;• Minimum EBITDA US\$250k.

Location: Germany

273196 - CLOUD-BASED VIDEO COMMUNICATIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of cloud-based communications and collaboration solutions;• Services include video communications technology and platforms, and live work sharing and collaboration solutions;• Customers include enterprises and education providers;• Headquartered in the US, operates globally.	<ul style="list-style-type: none">• Providers of cloud-based video communications systems;• Developers of compatible digital real-time communications and work-sharing solutions;• Located globally;• Minimum EBITDA US\$1m.

Location: USA

260150 - OPTICAL TRANSCEIVERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Designer and B2B supplier of network infrastructure and connectivity products;• Products include compatible optical transceivers, direct attach cables, multicode components, media converters, multiplexers and fibre patch cables.	<ul style="list-style-type: none">• Suppliers of optical transceivers serving blue-chip customers;• Located in the US;• Minimum EBITDA US\$1m.

Location: England

264428 - TELECOM INFRASTRUCTURE MAINTENANCE *(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 and equipment manufacturers;• Providers of energy supply solutions;• Located globally;• Minimum EBITDA US\$650k.

Location: France