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Acquisition Search: Horizontal SaaS Companies

About the Acquirer

- US privately-owned;
- Software holdings company;
- Acquires small to mid-sized SaaS companies;
- Significant in-house resources across a range of technologies;
- Backed by tech entrepreneurs and financial investors;
- Active in marketing, products and strategy;
- Fully remote, with staff in over twenty countries;
- Head quartered in North America.

Acquisition Criteria

- Horizontal low-touch subscription based SaaS products;
- Bootstrapped companies or companies seeking external financing;
- No customer concentration, with less than 30 staff;
- Located in or deriving revenue from western Europe and North America;
- Annual recurring revenue 90%+ and in the range of US\$1m-US\$10m;
- EBITDA margins between 20%-50%.

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