



Langcliffe International

ACQUISITIVE BUYERS
ICT & TELECOMS

OCTOBER 2023

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SECTORS

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ICT

265943 - B2B TECHNOLOGY & ELECTRONICS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XSTO-listed;• Group of technology trading companies;• Consists of c.140 independent companies operating in five core business areas;• Develops and sells high-tech components and systems;• Operates across the manufacturing and infrastructure sectors;• Headquartered in Sweden with a physical presence across Europe.	<ul style="list-style-type: none">• B2B technology traders and electrical manufacturers;• Automation, electrification, energy and industrial processing technology;• No interest in the automotive market;• Located in Europe and North America;• Established and profitable companies with no interest in start-ups;• Minimum turnover €1m;• Margins above 10%.

Location: Sweden

281380 - TAXATION CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• B2B FinTech company;• Identifies tax credit and handles the whole reclaim process for corporate clients;• Offers a range of services including VAT refunds and loans, invoice financing and fund raising support;• Operates across the UK.	<ul style="list-style-type: none">• Providers of taxation consultancy services;• Supporting corporate clients;• Located in the UK;• EBITDA between £250k-£2m.

Location: England

275015 - DIGITALISATION & OUTSOURCED ARCHIVING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of digital archiving and data visualisation services;• Offers physical and digital archiving of documents, vitalisation and digitisation services;• Serves healthcare, semi-government, legal service providers and enterprises;• Located in Benelux, France and Germany.	<ul style="list-style-type: none">• Providers of digitalisation and outsourced archiving services;• Serving any sector;• Located in the Benelux, the DACH region and France;• Minimum EBITDA €250k.

Location: Netherlands

282135 - ANAPLAN IMPLEMENTATION & SERVICE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Provider of EPM software services;• Leading Anaplan gold implementation partner;• Offers sales, implementation, maintenance and training services;• Cloud planning system integrates HR, finance, sales and supply chain functions;• Serves MMEs across the EMEA region;• Headquartered in London;• Additional offices in Germany and Sweden.	<ul style="list-style-type: none">• Anaplan implementation partners and service providers;• Offering EPM software services, including sales, implementation, maintenance and training;• Serving customers in the HR, finance, sales and supply chain sectors;• Located in the UK and Northern Europe;• Minimum EBITDA £250k.

Location: England

281371 - DECISION DOMINANCE SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of decision dominance digital solutions;• Offers data analytics, modelling solutions, enterprise planning and transformational services;• Serves government, military and corporate customers;• Located in the US.	<ul style="list-style-type: none">• Providers of decision dominance solutions;• Includes AI-powered data analytics and modelling solutions;• Offering supporting cyber engineering and change consultancy services;• Located in North America and Europe;• Minimum turnover US\$1m.

Location: USA

282297 - POINT OF SALE PAYMENT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• French PE-owned;• Online digital payment services provider;• Enables customers to process their payments online;• Offers a range of services including credit management, smart check-out and split payments;• Customers include e-commerce merchants, utility companies and government bodies;• Located in the Netherlands.	<ul style="list-style-type: none">• Point-of-sale payment solutions provider;• Serving the SME market;• Located in Europe;• Minimum EBITDA £250k.

Location: Netherlands

282004 - CYBER SECURITY SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of cybersecurity products, consultancy and services;• Offers software and system development, strategic and technical consulting, infrastructure and testing services;• Located in the US.	<ul style="list-style-type: none">• Providers of cybersecurity software, systems and services;• Offering a range of cyber security products and services;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

282399 - TECHNOLOGY-LED SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of technology-led solutions for global capital markets;• Offers a range of services including automated solutions, managed services and reference data;• Serves a domestic and international client base;• Located in the UK.	<ul style="list-style-type: none">• Providers of technology-led solutions for global capital markets;• Offering services including a loan desktop platform, unique identifiers for OTC derivatives and standard digital token identification;• Located in the UK;• Minimum EBITDA £250k.

Location: England

279414 - DATA, ANALYTICS & AI TECHNOLOGY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Canadian privately-owned;• Developer of vertical market software;• Operates internationally.	<ul style="list-style-type: none">• Data, analytics and AI/ML technology and service providers;• Customer/commercially driven products or service development;• Located in the USA, EMEA and Asia Pacific;• Minimum turnover US\$10m.

Location: Canada

282130 - DIGITAL TRANSFORMATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Pan-European PE-owned;• Group of vertical value-added system integrators;• Provides IT solutions for the management, integration, and optimisation of business processes;• Supports companies in their digital transformation projects;• Offers proprietary and third-party ERP systems, IT managed services and hardware;• Serves Italian businesses operating in a range of end markets.	<ul style="list-style-type: none">• Providers of digital transformation services and solutions;• Offering document management, workflow, business intelligence, ERP, app development and IT managed services and solutions;• Located in Italy, Spain, Switzerland and France;• Minimum EBITDA €500k.

Location: Italy

282450 - DOCUMENT MANAGEMENT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of outsourced document management services;• Offers a range of secure and document scanning, destruction, storage and management solutions;• Offers additional collection services and a cloud-based storage platform;• Serves the public and private sectors;• Operates storage across the UK.	<ul style="list-style-type: none">• Providers of document management services;• Supporting businesses with digitalisation and data protection;• Operating B2B;• Located in the UK;• EBITDA between £500k-£3m.

Location: England

275491 - ENTERPRISE IT CONSULTANCIES & SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of comprehensive enterprise IT services and consultancy solutions;• Specialities across the group includes all aspects of software development, implementation and managed services, as well as process automation;• Customers include medium and large companies, and public organisations;• Located across the DACH region.	<ul style="list-style-type: none">• Enterprise IT consultancies or service providers;• Customers include large companies or public institutions;• Located in the DACH region;• 20-500 employees• Minimum EBITDA €250k.

Location: Germany

282287 - PROPERTY TECHNOLOGY DEVELOPERS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of property management software;• Enables operators to manage access, security and sales data collection;• Headquartered in England;• Serves a global client base.	<ul style="list-style-type: none">• Developers of property technology;• Offering management communication platforms;• Serving real estate investors and asset managers;• Located in the UK and the US;• Minimum EBITDA £250k.

Location: England

277109 – IT OUTSOURCING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of cloud and ICT outsourcing solutions;• Aims to ensure clients' IT infrastructure runs smoothly;• Focuses on specific market verticals;• Located in the Netherlands.	<ul style="list-style-type: none">• Vertical MSP companies and providers of public and managed cloud services;• Active in any sector;• Management willing to stay post-transaction;• Located in Western Europe;• Particular interest in the Benelux, Germany and the UK;• Maximum EBITDA €4m.

Location: Netherlands

282249 - DIGITAL TRANSFORMATION SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of SaaS-based technology solutions;• Offers software solutions in the PRIIP and RegXchange industries;• Serves international banks, private equity firms and corporates;• Headquartered in the UK with an additional office in the US.	<ul style="list-style-type: none">• Provider of digital transformation solutions;• Expertise in listed and OTC derivatives, data extraction, document and workflow automation and contract life cycle management;• Serving financial institutions;• Located globally;• Minimum EBITDA £500k.

Location: England

281856 - IT & TECHNOLOGY CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Swiss PE-owned;• Group of technology and specialist consultants;• Supports businesses in digital transformations;• Primarily serves customers in the financial, industrial and public sectors;• Headquartered in Germany;• Located across Europe, the US, Canada and Australia.	<ul style="list-style-type: none">• ICT and technology consultancies;• Offering complementary services including business process consulting, program and project management, platform integration, data analytics, AI, security, identity and access management, cloud and IT architecture and infrastructure;• Located in the DACH region;• Minimum EBITDA €250k;• Located globally;• Sales between €5m-€10m;• Between 50-100 employees.

Location: Germany

6243 - DIGITAL SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of IT services;• Specialises in digital transformations;• Serves SMEs;• Operates across the UK.	<ul style="list-style-type: none">• Providers of end-to-end digital solutions;• Offering managed IT, cloud and cyber security services;• Located in the UK;• Minimum EBITDA £250k.

Location: England

ICT TELECOMS

282419 - TELECOMS EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Distributor of telecoms equipment and parts;• Provider of accompanying maintenance, logistics and technical support services;• Includes cable, ancillary and data products;• Located in the US.	<ul style="list-style-type: none">• Providers of telecoms equipment and support services;• Including logistics, maintenance and technical support;• Serving customers in telecoms, government, energy service organisations and enterprise;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

281894 - NETWORK INFRASTRUCTURE TOOLS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of network infrastructure software;• Offers network automation, hybrid cloud management and network security solutions;• Serves customers in public and private sectors;• Located in Canada.	<ul style="list-style-type: none">• Providers of network infrastructure tools and supporting services;• Including network automation, cloud management and network security solutions;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: Canada

282232 - FULL-FIBRE TECHNOLOGIES & NETWORK INFRASTRUCTURE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of full-fibre network infrastructure and broadband;• Offers a range of fibre and network products to businesses, residents, landlords and developers;• Operate across the UK.	<ul style="list-style-type: none">• Providers of full-fibre technologies and network infrastructure;• Building networks and acting as network wholesalers;• Projects in towns and rural areas;• Located in the UK;• Minimum EBITDA £250k.

Location: England

281050 - CALL CENTRE ANALYTICS SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of a contact centre analytics software platform;• Offers customer engagement, customer services and staff coaching insights and tools;• Serves call centres, primarily in the insurance, retail and banking markets;• Located in the North West of England.	<ul style="list-style-type: none">• Developers of call centre analytics software;• Utilising AI and machine learning;• Providers of insights and supporting tools for customer service, engagement and coaching purposes;• Located in the UK;• Minimum EBITDA £500k.

Location: England

259121 - HCV TELEMATICS TRANSPORT TECHNOLOGIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Luxembourgian PE-owned;• Provider of secure IoT connectivity solutions;• Focuses on secure critical communications and secure data;• Operates in five Smart verticals: transport, alarms, surveillance, rescue and care;• Serves customers across Europe.	<ul style="list-style-type: none">• Smart transport technologies for HCV telematics;• Strong focus on FMS systems;• Smart alarm technologies for transmission signal monitoring;• Smart surveillance technologies for mobile video surveillance;• Smart rescue safety solutions for schools, workplaces, public spaces and emergency services;• Smart care solutions including tech-enabled alarm solutions for elderly care facilities;• Located across Europe;• Minimum EBITDA €500k.

Location: Sweden

275363 - SMART FACTORY SOFTWARE (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• XHEL-listed;• Provider of telecommunication and digital services;• Active in visual communication solutions, telecom software and intelligent manufacturing solutions;• Offers large scale visual communications, network monitoring, securing of networks, manufacturing execution systems, and quote and supply chain software;• Provides consumers with subscriptions and equipment;• Headquartered in Finland;• Operates internationally.	<ul style="list-style-type: none">• Software developers for smart factories;• Offering manufacturing execution, quality management, health and safety, operations planning and product lifecycle management systems;• Serving manufacturing companies;• Telecom software companies;• Offering service assurance, operation support, AIOps and network automation systems;• Serving CSPs with a preference for mobile operators;• Located in Europe, the US and Asia;• Minimum EBITDA €500k.

Location: Finland

MANAGED SERVICES

279347 - MANAGED SECURITY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of cyber threat detection services;• Offering includes threat detection, managed security remediation services;• Serves enterprise and government customers;• Headquartered in the US, also located in Poland.	<ul style="list-style-type: none">• Providers of managed security services;• Additional cyber security service providers including consulting, incident response, identity and access management;• Serving highly regulated industries such as healthcare, financial services and public sector;• Located in North America;• Minimum turnover US\$2m.

Location: USA

279964 - GLOBAL MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of managed IT services providers;• Offers comprehensive outsourced IT services to SMEs;• Located in the US.	<ul style="list-style-type: none">• Providers of IT managed services;• High levels of recurring revenue, customer retention and strong organic growth;• Located in North America and Europe;• Minimum EBITDA US\$1m.

Location: USA

275376 - UK MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of document management system support services;• Provides access, expertise and training services in third party software including iManage;• Supports professional service firms globally;• Located in England.	<ul style="list-style-type: none">• Providers of IT managed services;• Developers of business support software;• Serving customers in the legal and professional service sectors;• Located in the UK;• Turnover between £5m-£30m.

Location: England

280437- IT MANAGED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of IT managed services and other technology services;• Customers include local government, SMEs and mid-market businesses;• Services include cyber security, cloud services, website design, application development and business intelligence solutions;• Located across the US.	<ul style="list-style-type: none">• IT managed service providers;• Serving SMEs and clients in highly regulated industries;• Minimum turnover US\$2m;• Strong MRR retention metrics;• Located in North America.

Location: USA

SOFTWARE

259679 - HEALTH AND FITNESS SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Developer of body composition software;• Provides a range of functions to analyse fat and muscle mass, calorie requirements and other health tracking services;• Serves an international client base.	<ul style="list-style-type: none">• Developers of health and fitness software;• Digital solutions for the health, fitness and wellness sectors;• Located in the UK;• EBITDA between £250k-£1m.

Location: England

267803 - IT SUPPORT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• IT managed service provider;• Services include 24/7 IT infrastructure, cloud and helpdesk;• Located in the UK.	<ul style="list-style-type: none">• Providers of IT support services, business software and cloud solutions;• Providers of managed service outsourced IT;• Microsoft focus;• Fewer/Larger Customers, core managed service income on a contracted basis between £25k/£50k pm and upward;• Located in the UK;• EBITDA between £500k-£5m.

Location: England

279989 - VERTICAL MARKET SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Group of vertical SaaS companies;• Specialists in long term buy-and-builds;• Verticals of interest include hospitality, government, education, legal and business services;• Located in the US, with an office in the South West.	<ul style="list-style-type: none">• Developers of vertical market software;• Located in North America, Europe and Australia;• Preference for high levels of recurring revenue;• Minimum turnover US\$2m.

Location: USA

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

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of software solutions for the construction industry;• Offers software for the design, build, operation and maintenance of built environments;• Software developed for use in project accounting, MEP contracting, enterprise content management, e-invoicing, programme management and telematics;• Offers software products to a global client-base.	<ul style="list-style-type: none">• Software for the construction industry;• Must own their own software;• Similar or a new customer base with a strong technology offering;• Located in the UK, US and Western Europe;• Minimum turnover £1m.

Location: England

282036 – SAAS ENERGY MANAGEMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Dutch PE-owned;• Provider of energy software and services;• Offers a proprietary software platform focused on energy data management;• Collects and presents real-time data;• Offers complementary consultancy services;• Serves producers and consumers of energy;• Located in the Netherlands and Portugal.	<ul style="list-style-type: none">• SaaS businesses in the energy management software space;• Offering energy planning and management services;• Focusing on energy optimization, customer engagement, AI, big data and digital tools;• Located in Europe with a preference for the UK and Germany;• Maximum revenue €10m.

Location: Netherlands

263925 - LEGAL AND SUPPORT SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of e-discovery, legal and information governance software;• Headquartered in the USA.	<ul style="list-style-type: none">• Providers of legal and support software;• Offering products to in-house legal teams;• Located in Europe;• Minimum turnover US\$5m.

Location: USA

282395 - FARMING SOFTWARE DEVELOPERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish PE-owned;• Provider of farm management software and an associated mobile app;• Supports farmers in digitalising their livestock management systems;• Operates across the UK.	<ul style="list-style-type: none">• Software developers supporting the farming industry;• Located in the UK and Ireland;• EBITDA between £250k-£2m.

Location: Ireland

282290 - EMERGENCY RESPONSE SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of emergency response and preparedness software;• Offers emergency operations management, incident notification and response, risk assessment, crisis management and recovery, and threat mitigation solutions;• Serves, government, healthcare, corporate and education organisations;• Headquartered in North America, located in Europe and Australasia.	<ul style="list-style-type: none">• Developer of emergency response software;• Including threat detection and mitigation, communication, and crisis response solutions;• Serving public and private sectors;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

282335 - ERP SOFTWARE DEVELOPERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of artificial intelligence and resource planning software;• Serves the K-12 higher education, human services, non-profit and tribal government sectors;• Offers a SaaS-based ERP business application built on the Microsoft Cloud;• Located in the US with an office in Canada.	<ul style="list-style-type: none">• Developers of ERP software;• Operates a SaaS model;• Developing finance, workforce management, payroll and employee scheduling platforms;• Serving the education, government and non-profit sectors;• Located in North America;• Minimum EBITDA US\$1m.

Location: USA

273878 - HIGHER EDUCATION SOFTWARE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of comprehensive operations SaaS solutions for higher education institutes;• Offers student, workforce and operations management systems and comprehensive data and insights solutions;• Serves a global customer base;• Headquartered in the US, located globally.	<ul style="list-style-type: none">• Developers of higher education software;• Offering data interpretation, analytics and insights solutions;• Designed for all aspects of higher education operations;• Located in North America and Europe;• Minimum EBITDA US\$250k.

Location: USA

280245 - ONLINE ADVICE PLATFORMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Developer of an online advice platform;• Facilitates phone and web-based conversations between advice-seekers and coaches;• Includes psychic/spiritual, life, relationship, career and peer-to-peer advice amongst others;• Owner of astrology media brands;• Located in the US and Germany.	<ul style="list-style-type: none">• Online advice platforms;• Providers of professional, personal and spiritual advice and mentorship;• Astrology media producers;• Located in North America and Europe;• Minimum EBITDA US\$500k.

Location: USA

275111 - HR & RECRUITMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of talent acquisition and management products and services;• Products include software for applicant management, candidate relationship marketing, job boards and multiple postings;• Services include employer branding strategies, personnel marketing & sourcing, career website development and ad management;• Products and services offered across Germany.	<ul style="list-style-type: none">• HR and recruitment software and services;• Range of software across recruitment, talent management and workforce management, etc;• Services focused around employee identification, recruitment and management;• Located in the DACH region;• Maximum revenue €20m.

Location: Germany