

# Acquisition Search: Horizontal SaaS

## About the Acquirer

- US privately-owned;
- SaaS aggregator;
- Acquires small to mid-sized SaaS companies;
- Backed by tech entrepreneurs and financial investors;
- Headquartered in the US;
- Operates across North America and Europe.

## Acquisition Criteria

- Horizontal SaaS products;
- Offering self-service PLG motion;
- Operating with less than 50 FTE;
- Low customer concentration;
- Located in North America;
- ARR US\$2m-US\$10m;
- Minimum EBITDA margins 20%.

Enquiries should be directed to Holly Cooper at Langcliffe International via email [holly.cooper@langcliffeinternational.com](mailto:holly.cooper@langcliffeinternational.com) or telephone +44 (0)7701 325809.