

Acquisition Search: Managed Connectivity Providers

About the Acquirer

- US PE-owned;
- Leading provider of wireless connectivity solutions for unattended equipment;
- Includes proprietary device configuration, cloud-based remote monitoring software, and wireless IoT connectivity;
- Headquartered in Western United States;
- Operates across North America and South America.

Acquisition Criteria

- Providers of managed M2M connectivity with established carrier relationships;
- Majority of revenue coming from recurring managed connectivity;
- Companies with hardware sales and strong hardware vendor partnerships also considered;
- Minimum EBITDA US\$1m;
- Located in the UK or Europe, preferably with a presence in multiple countries.

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