

Ref: 282264

Acquisition Search: B2B Software

About the Acquirer

- B2B software-focussed investment firm with a presence across London, New York and Dubai;
- Portfolio of nine software companies across various sectors, such as hospitality, government and construction;
- Demonstrated strong organic growth post-acquisition;
- Flexible approach to transactions;
- Investment team consisting of ex-investors working at top firms;
- Software investing experience across a wide range of industries;
- Operations team consisting of ex-founders and operators who have successfully founded and exited SaaS businesses.

Acquisition Criteria

- B2B software that has a sticky, mission-critical use case;
- Focussing on vertical market software with specific interest in the hospitality, government, manufacturing, and construction software sectors;
- Located in the UK, North America, Australia, and New Zealand;
- Lean operating model with <15 employees;
- Annual recurring revenue between US\$300k-US\$3m, and EBITDA between US\$100k-US\$1m.

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