



## Transaction Announcement

March 2, 2022

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Madison Park Group is pleased to announce its role as exclusive financial advisor to



Financial Sale



February 2022

# Intellect receives majority investment from Strattam Capital

February 2022



Financial Sale



In Partnership with Founding Team

## CONTACTS

**Rohan Khanna**  
Managing Director  
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**Ralph Verrilli**  
Managing Director  
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## Transaction Highlights

- Intellect is a disruptive no-code industrial compliance SaaS platform spanning key regulatory frameworks including FDA, ISO, OSHA and EPA
- Highly configurable cloud-based quality management system (QMS) and environmental, health & safety (EHS) software sits on top of Intellect's dynamic no-code platform
- Intellect services the mid-market and enterprises in highly regulated industries, including manufacturing, medical device, pharma and laboratories

## About the Deal

- Founder-led business seeking partner to continue organic growth momentum, product innovation and M&A
- Superior outcome and unique positioning - at the cornerstone of multiple MPG software practices, including:
  - ✓ Manufacturing
  - ✓ EHSQ
  - ✓ Engineering
  - ✓ Life Sciences
- Selected Strattam Capital as the preferred partner due to their conviction in (i) growing mid-market EHSQ compliance needs, (ii) rapid remote digitization and (iii) cultural fit

*"We decided to work with Madison Park Group because of their integrity, commitment and deep knowledge and expertise in the industrial compliance and EHSQ sectors. Their strategic and tactical advice and network of close relationships with the right buyers and investors were critical in achieving this exceptional outcome for Intellect. They go the extra mile to get the right story, strategic messaging and growth opportunity while collaborating closely with management and the Board of Directors. Thanks to their dedicated effort, I truly believe Intellect has found a great partner for its next phase of continued growth."*

— Romeo Elias, Co-Founder & CEO of Intellect

## Market Relevance



# Right People, Right Narrative, Right Time

## Growth Stage

FOCUSED ON TRANSACTIONS WITH \$100-500 MILLION ENTERPRISE VALUE

200+

COMPLETED TRANSACTIONS

\$30+

BILLION IN DEAL VALUE

~30%

CROSS-BORDER DEALS <sup>(1)</sup>

40%+

SPONSOR-BACKED CLIENTS

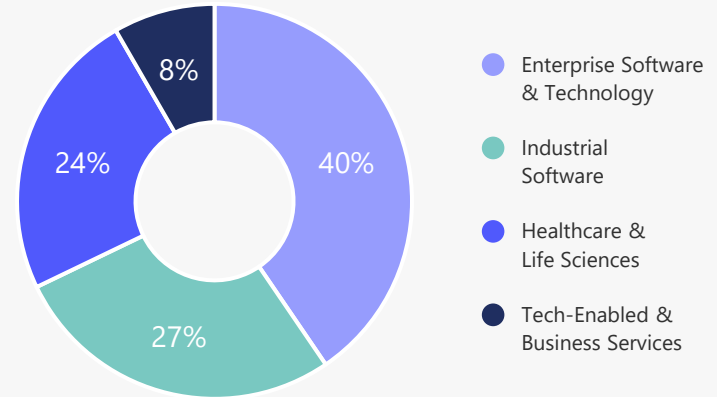
30%+

REPEAT CLIENTS <sup>(2)</sup>

20

DEDICATED ADVISORS

### Our Deep Sector Expertise Drives Better Outcomes <sup>(1)</sup>



(1) Select deals completed in the last ten years

(2) Calculated as total clients divided by clients completing more than one transaction with MPG over client relationship, inclusive of investor relationships



#### FOCUS

We partner with global technology clients across North America and Europe



#### EXPERTISE

We specialize in impacting growth strategies to optimize shareholder value creation



#### STRATEGY












We marry thoughtful corporate strategy planning with stalwart transactional execution



#### RESOURCES

Domain experts with active relationships across +1,500 investors

# Select Recent Transactions

<p>Founding Team</p>  <p>Financial Sale</p> 	<p>Founding Team</p>  <p>Financial Sale</p> 	<p>PE-Backed</p>  <p>Financial Sale</p> 	<p>Founding Team</p>  <p>Strategic Sale</p> 	<p>VC-Backed</p>  <p>Strategic Sale</p> 	<p>Founding Team</p>  <p>Merger With</p> 
<p>Founding Team</p>  <p>Strategic Sale</p> 	<p>Founding Team</p>  <p>Strategic Sale</p> 	<p>PE-Backed</p>  <p>Strategic Sale</p> 	<p>Founding Team</p>  <p>Financial Sale</p> 	<p>Founding Team</p>  <p>Minority Investment</p> 	<p>PE-Backed</p>  <p>Strategic Sale</p> 
<p>Founding Team</p>  <p>Financial Sale</p> 	<p>PE-Backed</p>  <p>Financial Sale</p> 	<p>VC-Backed</p>  <p>Strategic Sale</p> 	<p>PE-Backed</p>  <p>Financial Sale</p> 	<p>Founding Team</p>  <p>Strategic Sale</p> 	<p>PE-Backed</p>  <p>Financial Sale</p> 

[Click here for our full transaction list](#)

# Senior Leadership Team



**Jonathan Adler**  
Managing Director  
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## Highlight Areas of Expertise

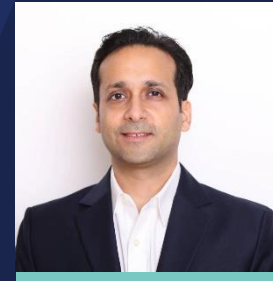
- ✓ EHSQ Technology
- ✓ Healthcare & Life Sciences Technology
- ✓ Non-Profit & Member Management Software



**Jeff Herriman**  
Managing Director  
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## Highlight Areas of Expertise

- ✓ Construct Tech



**Rohan Khanna**  
Managing Director  
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## Highlight Areas of Expertise

- ✓ Healthcare & Life Sciences Technology
- ✓ EHSQ Technology
- ✓ Supply Chain Technology



**Michael Magruder**  
Managing Director  
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## Highlight Areas of Expertise

- ✓ Manufacturing Software
- ✓ Supply Chain Technology
- ✓ Sponsor Coverage



**R. Drew Ogden**  
Managing Director  
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## Highlight Areas of Expertise

- ✓ Construct Tech
- ✓ Robotics



**Christian Vasant**  
Managing Director  
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## Highlight Areas of Expertise

- ✓ Cybersecurity
- ✓ Managed IT Services
- ✓ Marketing Technology



**Ralph Verrilli**  
Managing Director  
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## Highlight Areas of Expertise

- ✓ Engineering Software
- ✓ Manufacturing Software
- ✓ IIoT

# Disclosure

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