# MPG | MADISON PARK GROUP Insights

Market Update Q1 2022 M&A Report

May 2022



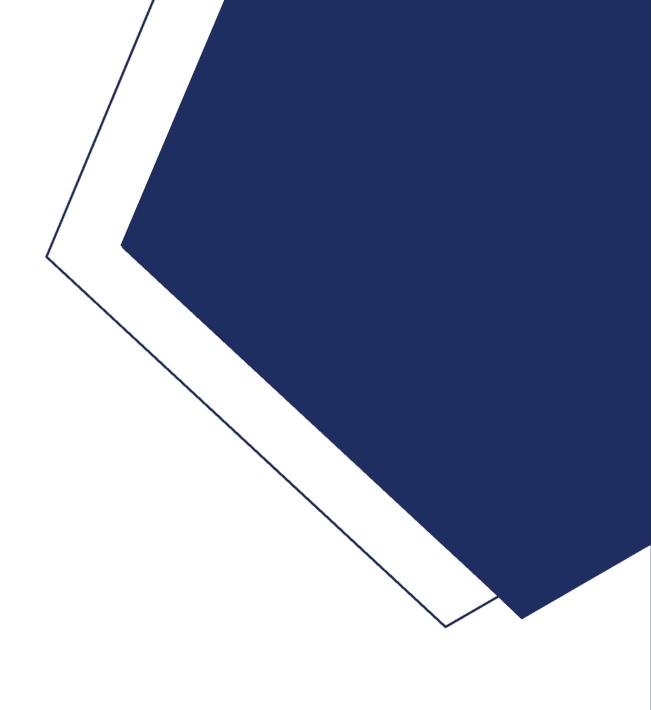
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### **MADISON PARK GROUP**

# Q1 2022 M&A Market Update

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The Big Picture

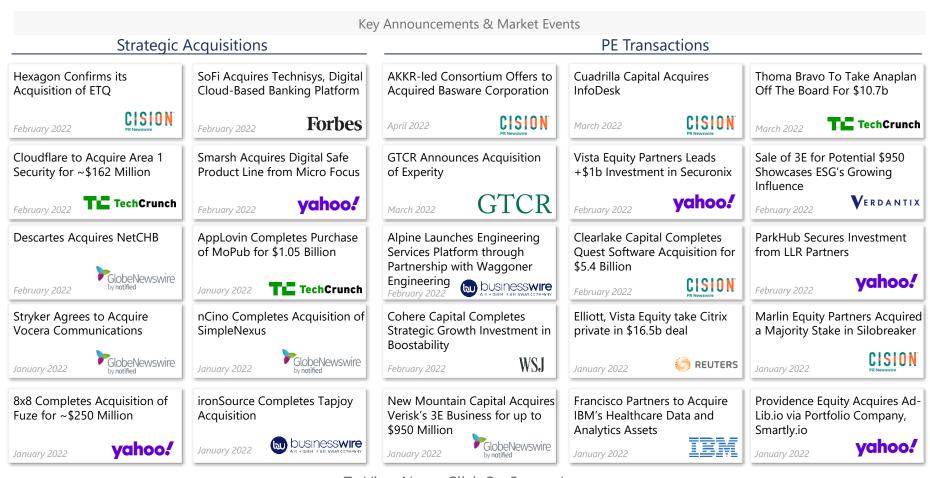


# Q1 2022 M&A Activity

#### MADISON PARK GROUP

# M&A Velocity Slows As Investors Adjust To Changing Economic Environment

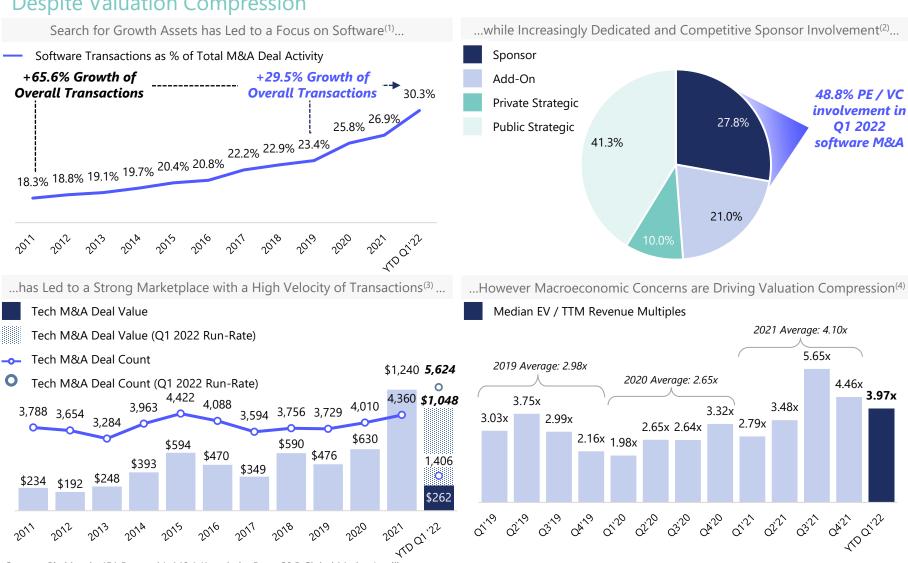
- U.S. technology M&A deals cooled down in the Q1 of 2022 with 1,406 closed transactions (▼18.7% YoY) representing \$262.0b in value (▲28.4% YoY)<sup>(1)</sup>
- Madison Park Group observed several key themes that drove the contraction in M&A activity in during the first quarter:
  - The robust deal volume appears to be related to deals signed in Q4 2021 coming to completion
  - Investors are still grappling with the economic implications and impact of fiscal policy adjustments
  - Record CPI increases (8.5% in March 2022) and corresponding interest rate raises have given investors pause on equity deployments



# Software M&A Dashboard

#### MADISON PARK GROUP

# Software Deals Continues to Outpace Broader M&A Market Activity Despite Valuation Compression

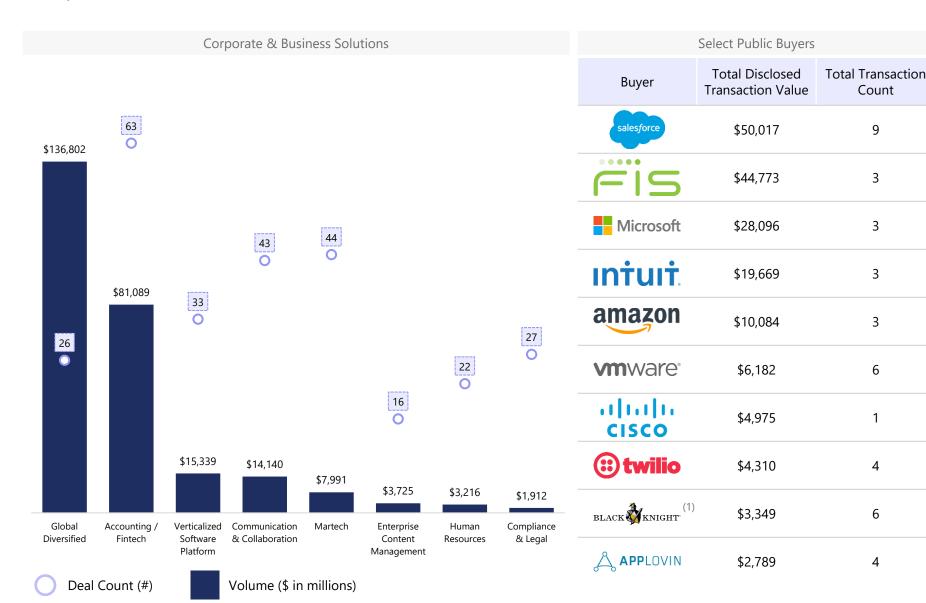


Sources: Pitchbook, 451 Research's M&A KnowledgeBase, S&P Global Market Intelligence

- (1) Total transaction counts in North America and Western Europe
- 2) % of completed software transactions based on count of Q1 2022 software and technology transactions
- (3) Global technology-telecom deal count and transaction volume
- 4) Median EV / TTM Revenue deal multiples from software transactions in North America and Europe

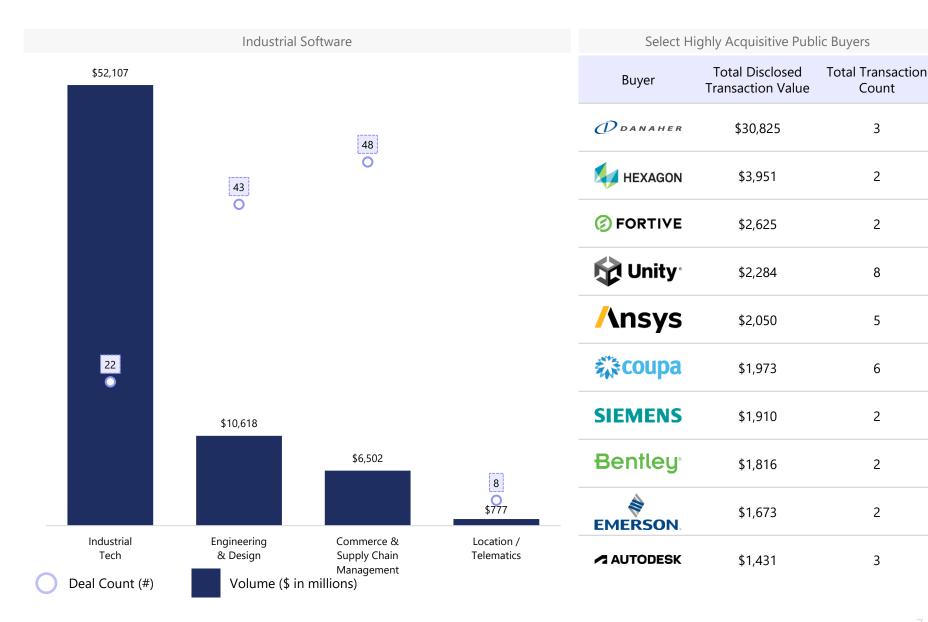
### MADISON PARK GROUP

Corporate & Business Solutions Transactions from 2019 – Q1 2022



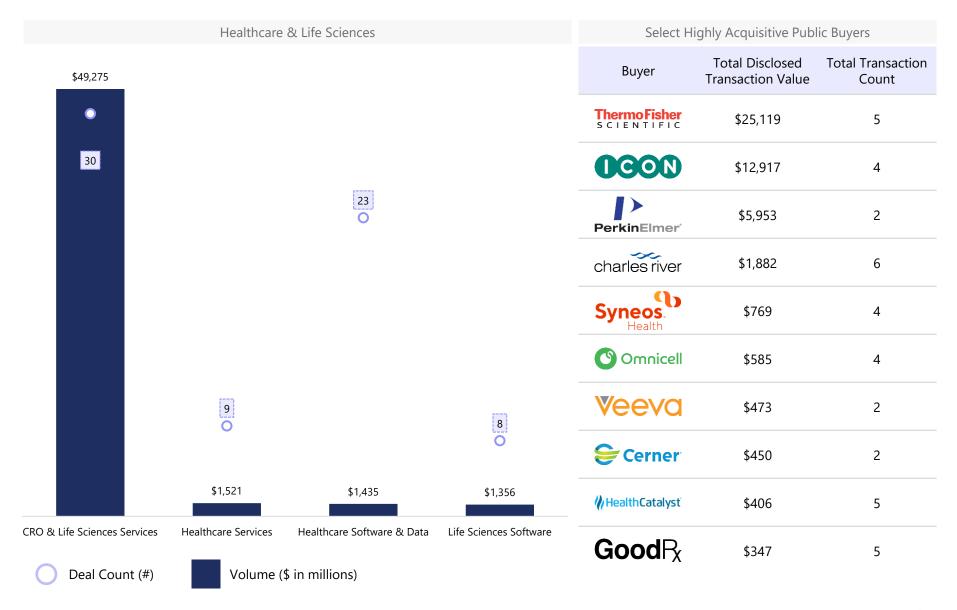
### MADISON PARK GROUP

Industrial Software Transactions from 2019 – Q1 2022



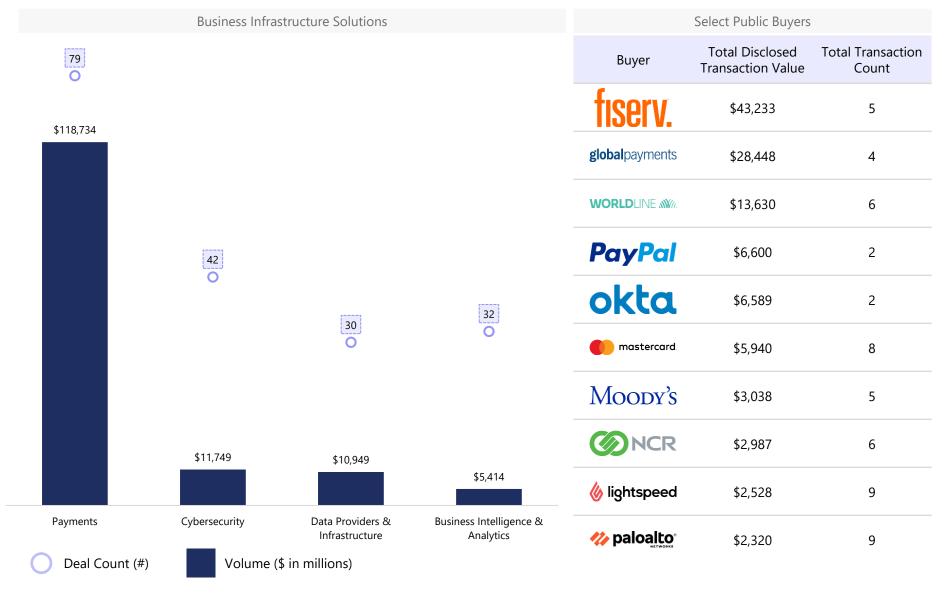
### MADISON PARK GROUP

Healthcare & Life Sciences Transactions from 2019 – Q1 2022



### MADISON PARK GROUP

Business Infrastructure Solutions Transactions from 2019 – Q1 2022



MADISON PARK GROUP

IT Services Transactions from 2019 – Q1 2022

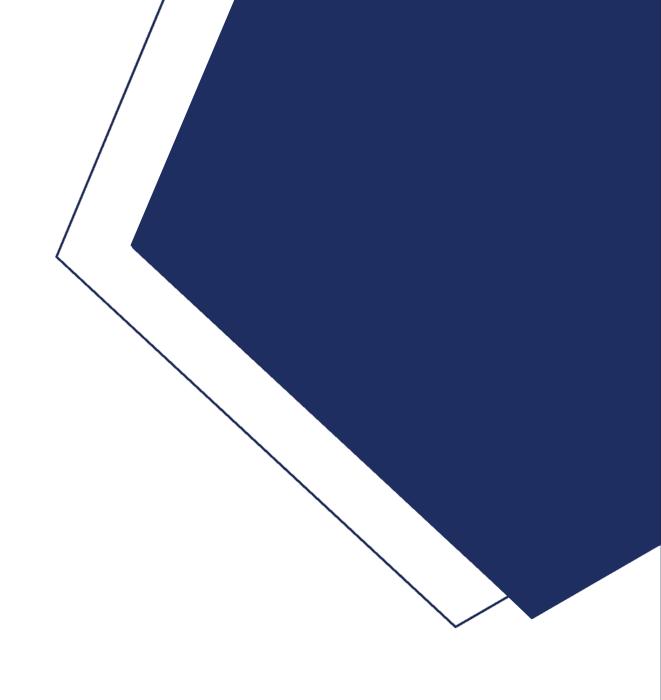


Select Highly Acquisitive Public Buyers								
Buyer	Total Disclosed Transaction Value	Total Transaction Count						
Capgemini	\$6,296	1						
<b>cognizant</b>	\$2,376	11						
tieto <i>EVRY</i>	\$2,252	1						
wipro)	\$2,151	10						
TECHNOLOGY	\$2,072	1						
accenture	\$1,636	7						
<epam></epam>	\$353	5						
<b>CGI</b>	\$284	5						
<b>UNISYS</b>	\$238	2						
Infosys	\$200	1						

Leading Firms Continue to Rapidly Deploy into Quality Assets

Investor	Q1 2022 Deal Count <sup>(1)</sup>	AUM	Dry Powder	Notable 2022 Software / Technology Platform Investments
ALPINE	44	\$8.0b	\$2.6b	AIRDNA Doggo Michigan OLAELECTRIC Trilon
жHg	24	\$40.0b	\$18.4b	FrocessMAP waystone www.wave
<b>₩</b> VISTA	23	\$93.0b	\$9.6b	BIGTIME CİİŢIX FL☆SH Jebbit @HIGESPACE ** securonix *** StarRez tigerconnect*
CLEARLAKE	20	\$72.0b	\$3.6b	BETA+ DISCOVERY QUEST Symple
PSG   PROVIDENCE STRATEGIC GROWTH	18	\$7.2b	\$6.6b	dose spot - W-MixMode™
Advent International GLOBAL PRIVATE EQUITY	18	\$88.0b	\$15.7b	CERTIK MCAfee • medius PRISMA
AKKR	12	\$11.0b	\$5.6b	♥ BIRDEYE masabi pegasus \$sugarcrm
GTCR	11	\$24.2b	\$10.5b	CONGRUITY 360 COREMEDIA C EXPERITY
THOMABRAVO	10	\$103.0b	\$9.4b	<b>/</b> Anaplan
LLR Partners	8	\$3.0b	\$1.4b	MORTGAGECOACH. PORKHUB REALTIME CLINICAL TRIAL MANAGEMENT SYSTEMS Sales Boomerang
Total	188	\$449.4b	\$83.4b	

Deals Update by Sector



### **MADISON PARK GROUP**

Corporate & Business Solutions Software

\$ in millions	Dasiness Sorat				EV / Revenue	EV / EBITDA
Acquirer	Target	Date	MPG Subsector	Transaction Size	Valuation	Metrics
ST Engineering	TRANSCORE,	Mar-22	Compliance & Legal	\$2,680	4.92x	19.9x
THOMABRAVO	/\naplan	Mar-22	Accounting & Fintech	\$10,700	18.07x	n/a
imprivata i	<b>Secure</b> Link.	Feb-22	Communication & Collaboration	n/a	n/a	n/a
<b>⊼</b> smarsh	MICRO	Feb-22	Compliance & Legal	\$375	3.44x	12.5x
ALDRICH CAPITAL PARTNERS	<b>Compliancy</b> Group	Feb-22	Compliance & Legal	Conf.	Conf.	Conf.
<b>E</b> BLACKLINE	<b>Q.</b> FourQ	Jan-22	Accounting & Fintech	\$240	n/a	n/a
ılıl ncino.	វា SIMPLENEXUS	Jan-22	Accounting & Fintech	\$934	19.95x	n/a
is ironSource	<b>Тарјоу</b>	Jan-22	MarTech	\$400	4.94x	n/a
S PINOVA CAPITAL	SEMATELL INTERACTION SOLUTIONS	Jan-22	Communication & Collaboration	Conf.	Conf.	Conf.
APPLOVIN	mopub	Jan-22	Accounting & Fintech	\$1,050	4.82x	n/a
MPG Advised	al IO. corporate websites, pre	valanca Kabadha		Average	9.01x	26.0x

### **MADISON PARK GROUP**

**Industrial Software** 

\$ in millions	tware				EV / Revenue	EV / EBITDA
Acquirer	Target	Date	MPG Subsector	Transaction Size	Valuation	Metrics
<b>mobile</b> streams°	krunch	Mar-22	Industrial Tech	\$1,018	n/a	n/a
HEXAGON	et <b>q</b> "	Feb-22	Industrial Tech	\$1,200	16.00x	45.7x
STRATTAM C A P I T A L	intellect	Feb-22	Industrial Tech	Conf.	Conf.	Conf.
DESC_RTES	Net Chb.	Feb-22	Commerce & Supply Chain Tech	\$100	n/a	n/a
<b>"</b> FORTNA	(Ĉiptricity (̄́	Feb-22 <sup>(1)</sup>	Commerce & Supply Chain Tech	n/a	n/a	n/a
SOFT WARE ACQUISTION GROUP	🗱 nogin	Feb-22	Commerce & Supply Chain Management	\$211	4.63x	n/a
N M C New Mountain Capital Llc	∇erisk 3E	Jan-22	Compliance & Legal	\$950	n/a	n/a
LLR Partners	parkhub	Jan-22	Commerce & Supply Chain Management	\$100	n/a	n/a
MARLIN EQUITY  PARTNERS	Silobreaker	Jan-22	Industrial Tech	\$96	n/a	n/a
Global	<b>⋛</b> FLOW	Jan-22	Commerce & Supply Chain Management	\$500	n/a	n/a
MPG Advised	al IO cornorate websites press			Average	10.34x	28.7x

### **MADISON PARK GROUP**

**Business Infrastructure Solutions** 

\$ in millions					EV / Revenue	EV / EBITDA
Acquirer	Target	Date	MPG Subsector	Transaction Size	Valuation	Metrics
SS <mark>&amp;</mark> C	<b>blue</b> prism*	Mar-22	Business Intelligence & Analytics	\$1,700	8.79x	n/a
LIBERTY	ZIMPERIUM	Mar-22	Cybersecurity	\$525	n/a	n/a
(II) SentinelOne	Attivo N E T W O R K S	Mar-22	Cybersecurity	\$617	15.43x	n/a
Alphabet	MANDIANT	Mar-22	Cybersecurity	\$5,400	14.75x <sup>(1)</sup>	n/a
CHEARDAKE	Quest	Feb-22	Data Providers & Infrastructure	\$5,400	n/a	10.9x
alteryx	TRIFACTA	Feb-22	Data Providers & Infrastructure	\$400	20.00x	n/a
helpsystems	tripwire	Feb-22	Cybersecurity	\$350	3.27x	n/a
Integrum	MERCHANTE	Feb-22	Payments	\$290	n/a	n/a
MDP	MoneyGram.	Feb-22	Cybersecurity	\$1,800	1.40x	13.8x
Alphabet	Siemplify	Jan-22	Cybersecurity	\$500	n/a	n/a
				Average	10.61x	12.4x

### **MADISON PARK GROUP**

Healthcare & Life Sciences Software

\$ in millions					EV / Revenue	ev / ebitda
Acquirer	Target	Date	MPG Subsector	Transaction Size	Valuation	Metrics
PointClickCare <sup>*</sup>	AUDACIOUS INQUIRY	Mar-22	Healthcare Software & Data	\$248	n/a	n/a
GTCR	EXPERITY	Mar-22	Healthcare Services	\$1,200	n/a	n/a
#TELUS HEALTH	sprout	Mar-22	Healthcare Software & Data	n/a	n/a	n/a
Tricentis	TX <sup>3</sup>	Mar-22	Life Sciences Software	n/a	n/a	n/a
<i>s</i> tryker	vocera V.	Feb-22	Healthcare Services	\$3,090	13.19x	n/m
DEFINITIVE HEALTHCARE	WANALYTICAL WIZARDS	Feb-22 <sup>(1)</sup>	Healthcare Software & Data	\$100	n/a	n/a
symplr	Midas	Feb-22 <sup>(2)</sup>	Healthcare Software & Data	n/a	n/a	n/a
ALCIDION	SILVERLINK	Jan-22	Healthcare Services	\$55	7.33x	12.2x
novo <b>holdings</b>	medicalknowledgegroup.	Jan-22	Healthcare Services	\$1,200	n/a	20.5x
FP FRANCISCO PARTNERS	<b>IBM</b> (HC Data & Analytics Asset)	Jan-22	Healthcare Software & Data	\$1,000	n/a	n/a
Caurage Ditable and Canit	al IO corporate websites pre	es rologeos Linkodin		Average	10.26x	12 2x

Sources: Pitchbook, Capital IQ, corporate websites, press releases, LinkedIn (1) Definitive Healthcare is a portfolio company of Advent International

(2) Symplr is a portfolio company of Clearlake Capital

### **MADISON PARK GROUP**

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\$ in millions					EV / Revenue	EV / EBITDA
Acquirer	Target	Date	MPG Subsector	Transaction Size	Valuation	Metrics
Telefónica Tech	ii Incremental	Mar-22	IT Services	\$232	6.73x	n/a
<b>Hai</b> vision	<b>AVIWEST</b>	Feb-22	IT Services	\$30	1.99x	n/a
CARLYLE	Involta <sub></sub>	Feb-22	IT Services	n/a	n/a	n/a
Morgan Stanley	fusion.	Jan-22	IT Services	\$165	n/a	n/a
> CONVERGE TECHNOLOGY SOLUTIONS	pds	Jan-22	IT Services	\$52	n/a	n/a
solarwinds	11 MONALYTIC	Jan-22	IT Services	n/a	n/a	n/a
pax8	<b>TVG</b>	Jan-22	IT Services	n/a	n/a	n/a
G@DSPEED — CAPITAL	savligroup	Jan-22	IT Services	n/a	n/a	n/a
<b>Atos</b>	Cloudreach	Jan-22	IT Services	n/a	n/a	n/a
RECOGNIZE	AST	Jan-22	IT Services	n/a	n/a	n/a
				Average	3.91x	n/a



# Intellect Receives Majority Investment from Strattam

MADISON PARK GROUP

February 2022



**Financial Sale** 



In Partnership with Founding Team

#### **CONTACTS**

**Rohan Khanna**Managing Director
Email | LinkedIn

Ralph Verrilli Managing Director Email | LinkedIn

James Tomasullo Senior Associate Email | LinkedIn **Gabriel Lechner** Analyst Email | LinkedIn

## **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
  - ✓ Engineering
- 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**

**Industrial Technology** 

Quality Management Systems (QMS) Environmental, Health, and Safety Technology (EHS)

# Compliancy Group Receives \$75 Million Investment

MADISON PARK GROUP

February 2022



**Financial Sale** 



In Partnership with Founding Team

#### CONTACTS

Jonathan Adler
Managing Director
Email | LinkedIn

**Sean Stouffer**Senior Associate
Email | LinkedIn

Frank Schiffer
Analyst
Email | LinkedIn

### **Transaction Highlights**

- Compliancy Group is a leading provider of healthcare compliance software, offering a cloud-based solution for healthcare organizations and vendors serving the healthcare industry to manage HIPAA, OSHA, and more regulatory frameworks
- Bootstrapped since its founding, the Company has experienced rapid growth due to the comprehensive nature of its compliance management platform which spans pain-points from audit management, gap analysis & remediation, employee training, and more

### **About the Deal**

- Bootstrapped business with strong historical growth seeking a partner to help scale compliance offerings
- MPG was engaged due to its track record and deep coverage in the compliance & risk management software ecosystem, as well as its deep relationships with financial sponsors
- Selected Aldrich Capital Partners as the preferred partner due to the potential for long-term value creation for the Company's shareholders and management

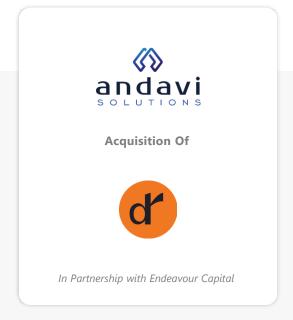
"The team at Madison Park Group exceeded our expectations. They brought a wealth of experience, knowledge, and a deep understanding and appreciation of the unique aspects of our business. They were great in guiding us in complex discussions and delivered an outstanding outcome for our shareholders and employees. I would highly recommend them."

— Marc Haskelson, President & CEO, Compliancy Group

### **Market Relevance**

Privacy & Security Software Healthcare Governance, Risk & Compliance

February 2022



#### **CONTACTS**

### **Rohan Khanna**

Managing Director Email | LinkedIn

James Tomasullo Senior Associate Email | LinkedIn Frank Schiffer
Associate
Email | LinkedIn

### **Transaction Highlights**

- Andavi Solutions, a beverage alcohol software and data analytics technology company has completed the acquisition of Digitalrep, a leading provider of retail pricing, merchandising and category management solutions
- Andavi is backed by Endeavour Capital, a private investment firm founded in 1991 focused on partnering with middle market companies to help them achieve ambitious growth objectives. Endeavour is an experienced investor across the food and beverage, supply chain services, and technology sectors
- Andavi Solutions offers an integrated suite of technology solutions to provide insights, drive superior sales execution and decision-making across the supply chain

### **About the Deal**

- The acquisition of Digitalrep adds the leading pricing portal and a sophisticated category management platform to Andavi's suite of solutions, in addition to bringing many notable new customers
- Expands Andavi's presence within beverage alcohol, while creating significant opportunity in broader food & beverage and CPG
- Digitalrep marks the second acquisition for Andavi, after completing the acquisition of GreatVines, a sales execution and data platform for the beverage alcohol industry in 2021

"We are extremely excited about Digitalrep's solutions offerings and growth potential. Madison Park Group continues to be a great partner driving our M&A initiatives and has been an excellent resource for us to navigate the F&B and CPG solutions ecosystem."

— Lisa Whinnie, CEO, Andavi Solutions

### **Market Relevance**

Corporate & Business Solutions

**Data & Analytics** 

Food & Beverage Software



**Financial Sale** 



In Partnership with IMCap Partners

#### **CONTACTS**

Jon Adler
Managing Director
Email | LinkedIn

**Sean Stouffer**Senior Associate
Email | LinkedIn

Frank Schiffer
Analyst
Email | LinkedIn

## **Transaction Highlights**

- Sematell is a leading provider of multichannel response management software for enterprise contact centers and customer service organizations
- PINOVA Capital is an independent private equity firm investing in high-growth midmarket companies in the sectors of industrial technology and information technology in German-speaking regions
- IMCap Partners is an investment firm headquartered in Düsseldorf, Germany, focused on investing in small and medium-sized technology companies

### **About the Deal**

- Sponsor-backed business to provide liquidity for select shareholders while allowing for continued growth
- Heavily pursued by both financial sponsors and strategic acquirers as the business provided market-leading technology in the contact center software market
- Selected PINOVA as the preferred partner given a shared vision for the next stages of the Company's growth and long-term value creation for all stakeholders

"The MPG team did an extraordinary job in crafting the equity story. Their deep insights into the business helped tremendously in the process. They could really explain Sematell to buyers with all the niche characteristics and hence helped us to focus on exactly the right parties in the later stages of the process."

— Jens Weiss, Partner at IMCap Partners

### **Market Relevance**

Corporate & Business Solutions

**Contact Center Software** 

**AI-Enabled Solutions** 

# FileTrail Secures Debt Financing from Espresso Capital

MADISON PARK GROUP

January 2022



**Debt Placement** 



*In Partnership with the Founding Team* 

### **CONTACTS**

**Christian Vansant**Managing Director
Email | LinkedIn

**Bobby Andreozzi** Associate Email | LinkedIn

## **Transaction Highlights**

- FileTrail's SaaS-enabled platform provides end-to-end information lifecycle management capabilities spanning both physical and electronic records, including capabilities for digital file transformation, custom retention policies and information taxonomies, and information risk management
- Espresso Capital empowers companies with innovative venture debt solutions

### **About the Deal**

- Founder owned business seeking to secure debt financing to fund new product initiatives and accelerated growth
- Heavily pursued by both alternative lenders and banks as business provided an attractive financial profile and marketleadership in the information governance space
- Selected Espresso as the preferred partner given shared strategic vision and flexible terms

"The Madison Park Group team combined deep information governance domain knowledge with hands-on process execution to help us think through our strategic alternatives and guide us through the fundraising process. They worked tirelessly to get the right outcome for us. We are very pleased with the service that MPG delivered and look forward to working with them again in the future."

— Darrell Mervau, Co-Founder & President, FileTrail

### **Market Relevance**

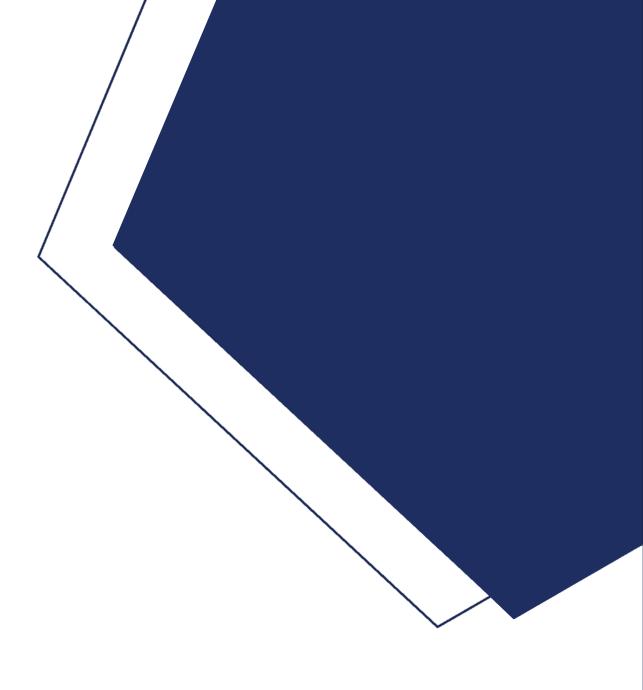
Corporate & Business Solutions

**Information Governance** 

**Records Management** 

IV.

About Us



# Advisors to the Technology Economy

# **Growth Stage**

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

200 +

COMPLETED TRANSACTIONS

\$30+
BILLION IN DEAL VALUE

~30%

CROSS-BORDER DEALS (1)

40%+

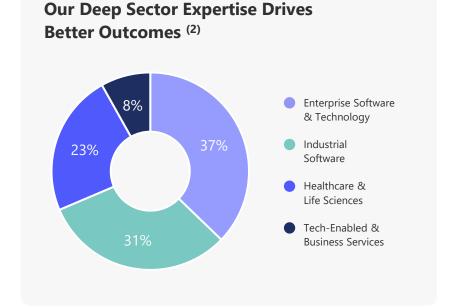
SPONSOR-BACKED CLIENTS

30%+

REPEAT CLIENTS (1)

22

**DEDICATED ADVISORS** 



- Calculated as total clients divided by clients completing more than one transaction with MPG over client relationship, inclusive of investor relationships
- (2) Select deals completed in the last ten years



#### 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 global investors

# Senior Leadership Team

#### MADISON PARK GROUP

# 20+ Years Average Investment Banking & Technology Advisory Experience



Jonathan Adler
Managing Director
Email | LinkedIn

### **Highlight Areas of Expertise**

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



Scott Boutwell
Managing Director
Email | LinkedIn

#### **Highlight Areas of Expertise**

- ✓ Construct Tech
- ✓ EHSQ Tech



Jeff Herriman
Managing Director
Email | LinkedIn

#### **Highlight Areas of Expertise**

✓ Construct Tech



**Rohan Khanna**Managing Director
Email | LinkedIn

#### **Highlight Areas of Expertise**

- Healthcare & Life Sciences Tech
- Managed IT Services
- ✓ Supply Chain Tech



**Michael Magruder**Managing Director

<u>Email</u> | <u>LinkedIn</u>

#### **Highlight Areas of Expertise**

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



R. Drew Ogden
Managing Director
Email | LinkedIn

#### **Highlight Areas of Expertise**

- ✓ Construct Tech
- Robotics



Christian Vansant Managing Director Email | LinkedIn

#### **Highlight Areas of Expertise**

- Cybersecurity
- Managed IT Services
- ✓ Marketing Tech



Ralph Verrilli
Managing Director
Email | LinkedIn

#### **Highlight Areas of Expertise**

- Engineering Software
- Manufacturing Software
- ✓ IIoT

# Right People, Right Narrative, Right Time



















PE-Backed



















Click here for our full transaction list

# Uncompromising Dedication to Thought Leadership

### **MADISON PARK GROUP**

Follow us on LinkedIn for Upcoming Reports and Analysis

**Construct Technology** 



See our 2022 Report

Cybersecurity



See our 2021 Report

**Engineering Technology** 



See our 2022 Report

**EHSQ** 



See our 2021 Report

Life Sciences Software



See our 2022 Report

Manufacturing Tech



See our 2021 Report

Marketing Tech



Member Management Software



See our 2022 Public Good Primer

Procurement Technology



See our 2021 Report

Supply Chain Execution



See our 2022 Report

**Supply Chain Planning** 



Market Coverage



See our Q1 2022 Public Markets Report

# Sources & Disclosures

# Madison Park Group LLC

#### MADISON PARK GROUP

#### Sources & Notes

#### **Data Sources**

- 1. Pitchbook
- 2. S&P Capital IQ
- 3. Tracxn
- 4. LinkedIn
- 5. Public company releases, filings, and earnings transcripts

#### Journals & Other Media

- 1. CISION
- 2. TechCrunch
- Globe Newswire
- 4. Yahoo!
- 5. Forbes
- 5. Businesswire
- 7. GTCR
- 8. Verdantix

#### 9. Wall Street Journal

- 10. Reuters
- 11. IBM

### **Company References**

Miscellaneous company and press releases

### Disclosures

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**New York** 

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