

FOUNDERS

ADVISORS

Enterprise Support Software

Vertical Coverage Report
Q2 2024

I. Quarterly Update and Market Insights

II. Supply Chain Software | *Valuations, Operating Metrics, and M&A Activity*

III. FP&A Software | *Valuations, Operating Metrics, and M&A Activity*

IV. Automation Software | *Valuations, Operating Metrics, and M&A Activity*

V. Enterprise Support Services | *Valuations, Operating Metrics, and M&A Activity*

Summary Thoughts

Through Q2 2024, the deal environment remains challenged for lower-middle market enterprise software businesses. While initial buyer interest remains high in pursuing opportunities, **we have experienced a more difficult closing environment**, particularly with strategic buyers.

Net and Gross Revenue Retention have become the most important KPI / financial metric in today's market, giving buyers the confidence that the platform is mission critical to your end customer base. For top performing Enterprise SaaS companies, we view the **key Revenue Retention benchmarks as >105% Net and >95% Gross**.

We continue to see strong optionality for SaaS sellers in terms of deal structure in the market. The increased prevalence of **Strategic Combinations continue to give founders the ability to reduce risk while maintaining a path to future upside**. A deeper dive on that structure is included on Pages 4 & 5 in this newsletter edition.

With any election cycle comes a level of uncertainty in the financial markets, which has downstream impacts on the M&A markets. Our team believes that many founders / sellers will remain patient into Q4 2024 before engaging in a market process. This could potentially lead to a deal surge in Q1 and Q2 of 2025.

Founders Transaction Announcement

Founders Advises Fast Slow Motion on Investment from Circumference Group

Founders is pleased to announce that Fast Slow Motion ("FSM") has received an investment from Circumference Group, an operationally-focused investment firm led by Jeff Fox.

FSM was exclusively advised by principals of Founders Advisors, LLC in this transaction.



"This opportunity would not have happened without the support, wisdom, and mentorship of Founders. The team at Founders aligned with our goals, values, and mission to find the perfect partner for our next round of growth. I am extremely thankful for Founders and all they did to make this partnership a reality. We will continue to partner with Founders for future opportunities as we grow and scale FSM," said John Burdett, Founder & CEO of FSM.

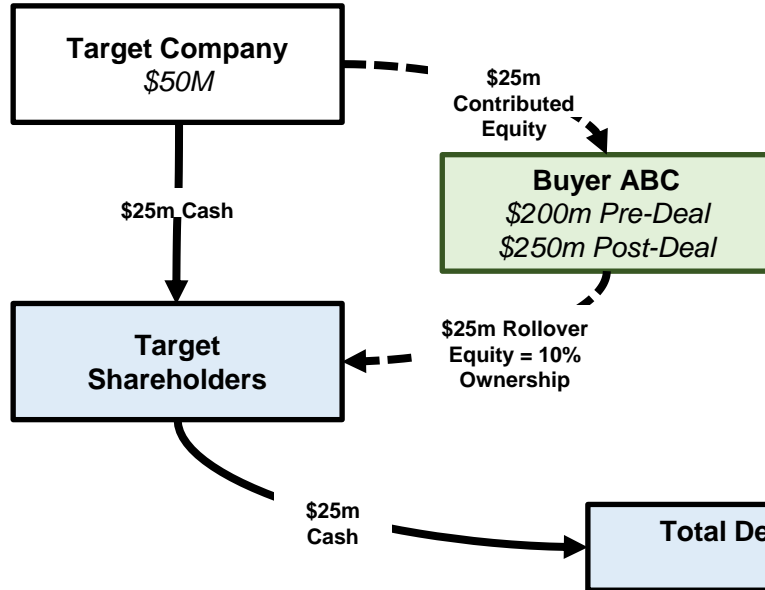
FSM is a leading IT consultancy focused on helping businesses grow and scale by leveraging the Salesforce and HubSpot technology platforms. Founded in 2014 and led by CEO John Burdett, FSM has established itself as a leader in delivering value-oriented, professional consulting services. With this investment, FSM plans to leverage Circumference Group's strategic and operational expertise to support continued growth and scale.

Pursuing the Right Deal Structure

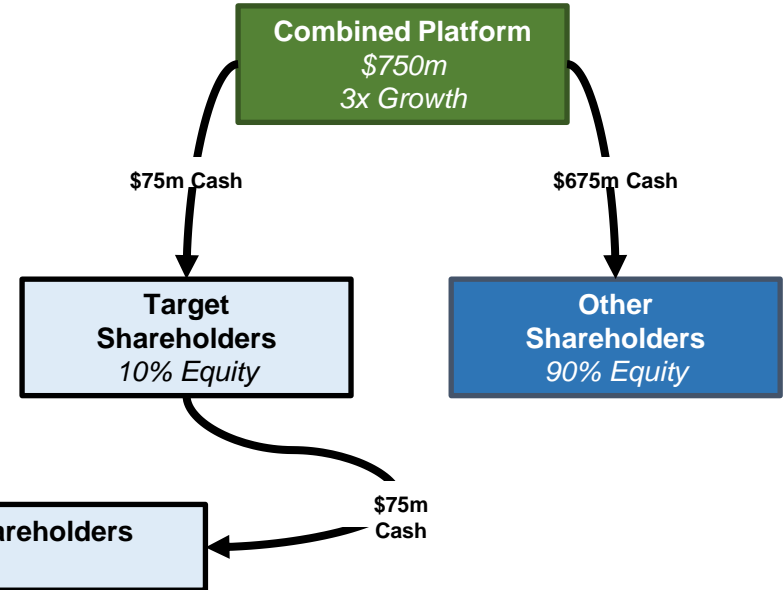
	Description	Advantages	Key Challenges Addressed
Sale of Company / Corporate Merger	<ul style="list-style-type: none"> ➤ 100% sale to or merger with a strategic operating company 	<ul style="list-style-type: none"> ➤ Shareholders realize full liquidity ➤ Minimizes future liabilities 	<div>Transition</div> <div>Liquidity</div> <div>Limited Risk</div>
Strategic Combination	<ul style="list-style-type: none"> ➤ A sale to a strategic buyer (often PE backed), with partial cash proceeds and partial rollover equity 	<ul style="list-style-type: none"> ➤ Shareholders are able to diversify wealth, while staying invested for future growth ➤ Aligns team with a strong partner for future growth & career oppty. 	<div>Partial Liquidity</div> <div>Future Upside</div> <div>Reduced Risk</div>
Private Equity Recapitalization	<ul style="list-style-type: none"> ➤ Acquisition or investment by a financial sponsor 	<ul style="list-style-type: none"> ➤ Offers the combination of partial liquidity, future upside, and strategic support ➤ “Second bite of the apple” 	<div>Growth</div> <div>Partial Liquidity</div> <div>Future Upside</div>
Management Buyout	<ul style="list-style-type: none"> ➤ Management Team purchases company from current owners with a financial sponsor 	<ul style="list-style-type: none"> ➤ Provides the ability to transfer the business to key employees/managers while providing full liquidity 	<div>Transition</div> <div>Liquidity</div> <div>Limited Risk</div>

Deep Dive | Strategic Combination

Initial Transaction



Future Exit



Benefits

Alignment of Interests

A strategic combination allows management and existing selling shareholders to participate in the future equity upside, aligning their interests with the PE-backed strategic buyer.

Access to Capital

By partnering with a PE-backed strategic, the business gains access to additional capital to support its growth initiatives. This capital can be used to invest in new product development, expand into new markets, or make additional strategic acquisitions.

Business Synergies

A strategic combination not only provides access to growth capital but also unlocks new opportunities for business growth through synergies, such as cross-selling complementary products, resulting in accelerated and substantial growth compared to operating independently.

Retention of Key Talent

In a strategic combination, the existing management team is retained and incentivized for continued growth, while key talent gains career development opportunities, promoting talent retention and business continuity.

Diversification of Wealth

By taking cash at closing and rolling over equity, existing shareholders can diversify their wealth while retaining a significant ownership stake, appealing to founders cautious about fully cashing out due to future growth prospects.

Founders' Events | October 2024 Technology Summit

Founders is preparing to host its tenth annual Technology Summit, Silicon Y'all, October 21st – 23rd at the Renaissance Ross Bridge Resort and Spa in Birmingham, AL. Silicon Y'all is an invitation-only event of technology CEOs and leading private equity companies. Over three days, participants engage in meaningful discussions about growth, value, and current industry trends while enjoying delicious food, scenic views, and true Southern charm and hospitality Birmingham has to offer.

We are curating invitations for this year's event and invite you to join the 2024 waitlist and learn more about Silicon Y'all [here](#).



Learn from top entrepreneurs in the tech world who have created substantial wealth for themselves and their shareholders



Network with other executives and entrepreneurs amidst the scenic beauty, rich heritage, and friendly Southern Hospitality that Birmingham has to offer



Enjoy the finest southern cuisine and tradition during the Technology Summit, while you socialize with industry peers



Hear from keynote speakers as they provide first-hand accounts of their experiences, both missteps and successes



Engage with private equity groups and strategic acquirers that are focused on SaaS and Internet businesses

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SILICON Y'ALL



I. Quarterly Update and Market Insights

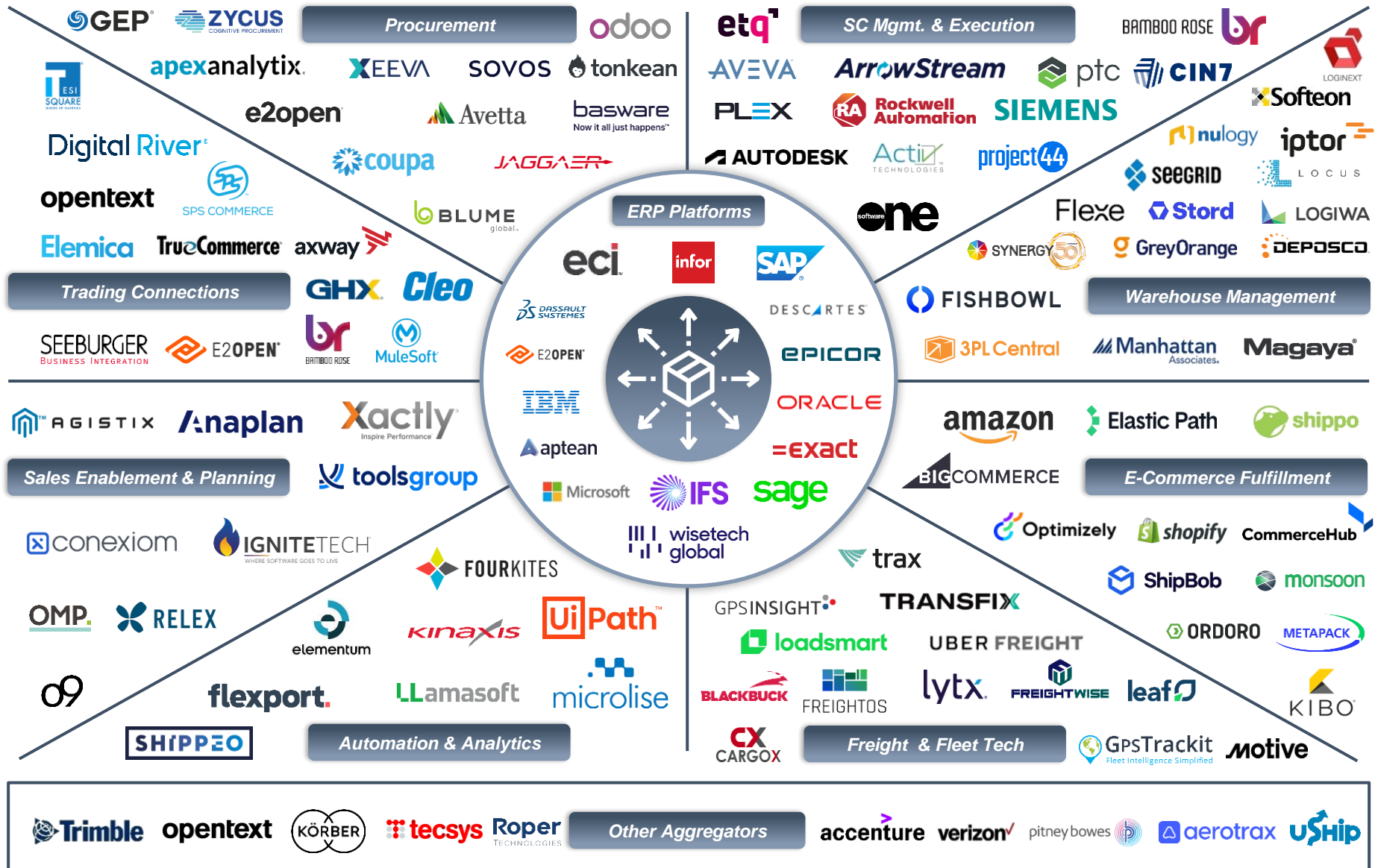
II. Supply Chain Software | *Valuations, Operating Metrics, and M&A Activity*

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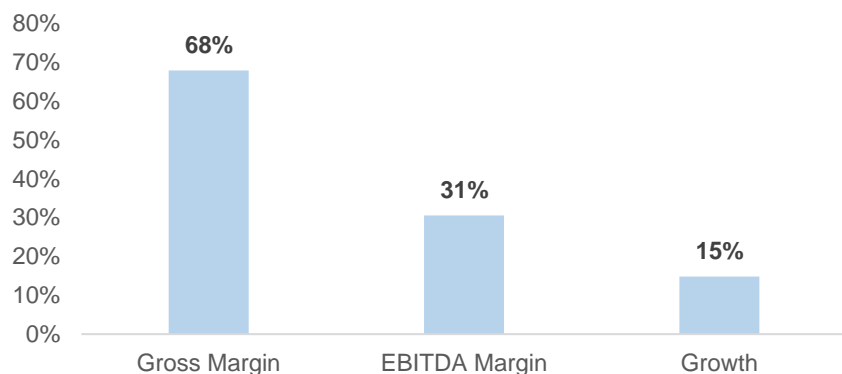
V. Enterprise Support Services | *Valuations, Operating Metrics, and M&A Activity*

Digital Supply Chain Landscape

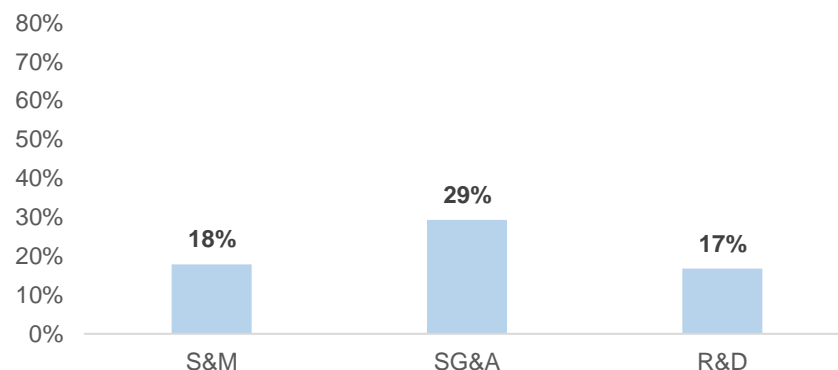


Supply Chain Software Index

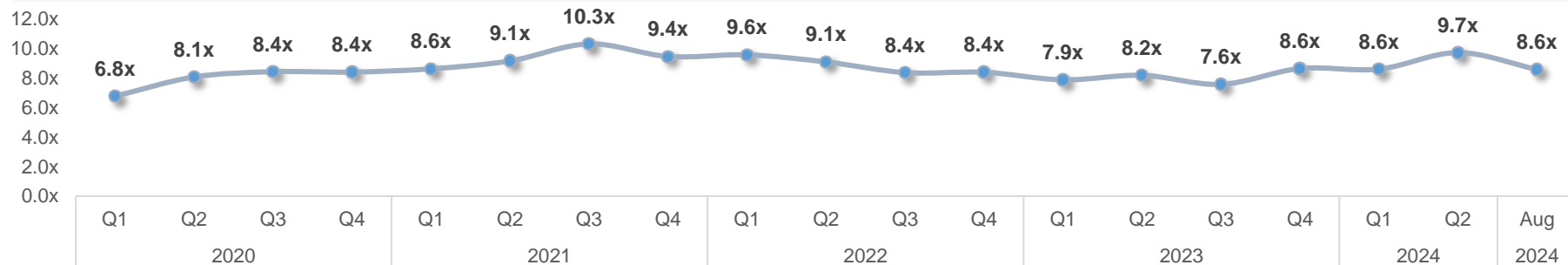
Growth & Margins (Median)*



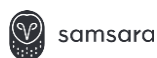
Operating Metrics (Median)*



EV/Revenue (Mean)



Select Industry Participants



Notable Private Equity Investors



Portfolio Companies



Add-ons



Add-ons



Portfolio Companies



Portfolio Companies



Add-ons



Portfolio Companies



Add-ons



Add-ons



Portfolio Companies



Portfolio Companies



Add-ons



Trading Multiples

Public Comparables –Supply Chain Software (\$ in Millions) (as of August 2024)















Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
American Software	276	103	19	-5%	65%	18%	2.7x	14.9x
Axway	640	349	92	0%	36%	26%	1.8x	7.0x
Descartes Systems Group	7,938	588	251	16%	76%	43%	13.5x	31.6x
E2open	2,306	652	193	-4%	50%	30%	3.7x	11.9x
International Business Machines	220,433	62,363	16,397	3%	56%	26%	3.5x	13.4x
Kinaxis	2,744	458	88	16%	61%	19%	6.0x	31.2x
Manhattan Associates	14,788	997	333	17%	54%	33%	14.8x	44.5x
Microsoft	3,027,918	245,122	127,565	16%	70%	52%	12.4x	23.7x
OpenText	13,042	5,770	2,647	29%	73%	46%	2.3x	4.9x
Oracle	444,044	52,961	25,633	6%	71%	48%	8.4x	17.3x
Samsara	18,998	996	43	42%	75%	4%	18.7x	NCM
SAP	232,320	35,206	11,567	7%	73%	33%	6.6x	20.1x
ServiceNow	159,601	9,955	3,362	24%	79%	34%	16.0x	47.5x
SoftwareONE	2,660	1,125	739	4%	42%	66%	2.4x	3.6x
SPS Commerce	7,262	584	181	18%	66%	31%	12.4x	40.2x
Tecsys	403	127	7	12%	46%	5%	3.2x	60.2x
Sage Group	14,319	2,850	699	22%	93%	25%	5.1x	20.5x
Trimble	15,311	3,799	1,001	3%	61%	26%	4.0x	15.3x
WiseTech Global	20,127	623	304	29%	84%	49%	32.3x	66.1x
Workday	53,185	7,565	2,050	17%	76%	27%	7.0x	25.9x

Statistics

Min	276	103	7	-5%	36%	4%	1.8x	3.6x
Median	14,553	1,061	516	16%	68%	30%	6.3x	20.5x
Mean	212,916	21,610	9,658	14%	65%	32%	8.8x	26.3x
Max	3,027,918	245,122	127,565	42%	93%	66%	32.3x	66.1x

M&A Activity | Notable Recent Transactions

Supply Chain Software Transactions (\$ in Millions)

Date	Target	Acquirer	Deal Size	Commentary
06-Jun-24	 SHILOH	 nucleous RETAIL INTELLIGENCE	N/A	Shiloh Technologies, provider of retail data analytic software, was acquired by Nuqleous, developer of an automated retail space-planning and performance analytics software, for an undisclosed amount.
20-May-24	 BAXTER PLANNING	 MARLIN EQUITY PARTNERS	N/A	Baxter Planning, developer of inventory planning and optimization software, was acquired by Marlin Equity Partners through an LBO for an undisclosed amount.
15-May-24	 op+imizers	 ORISHA Lighting up the way	N/A	Optimizers, developer of an e-commerce and supply chain optimization software, was acquired by Orisha to strengthen their ability to provide customers with a unified experience. The LBO was completed for an undisclosed amount.
09-May-24	 traverse SYSTEMS		\$29.3	Traverse Systems, developer of a supply chain software designed to aggregate data, was acquired by SPS Commerce, provider of cloud-based supply chain management services, for an estimated \$29.3 million.
01-May-24	 Acumatica The Cloud ERP	 aktion associates, inc.	N/A	Acumatica, developer of enterprise resource planning software, was acquired by Aktion Associates for an undisclosed amount, providing them with a launch point to cover the entire Canadian market.
01-May-24	 SAWATCH LABS	 wex [™]	N/A	Sawatch Labs, developer of fleet electrification software, was acquired by WEX, provider of corporate payment solutions, for an undisclosed amount.
23-Apr-24	 TRUEFILL	 Titan Cloud	N/A	Truefill, developer of software that streamlines supply chain trucking processes, was acquired by Titan Cloud Software through an LBO for an undisclosed amount.

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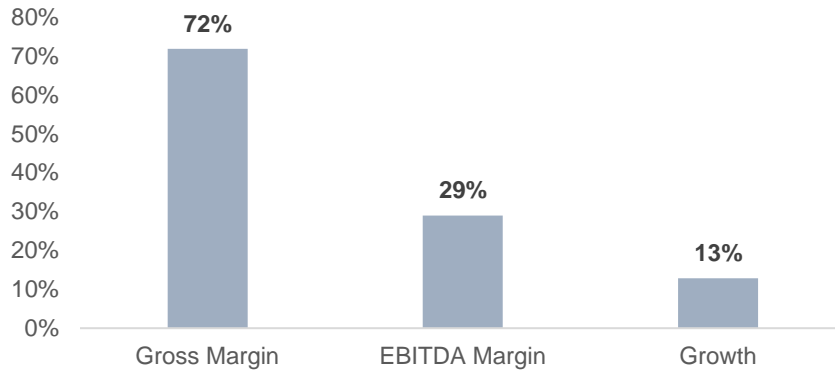
V. Enterprise Support Services | *Valuations, Operating Metrics, and M&A Activity*

Back Office Finance Software Landscape

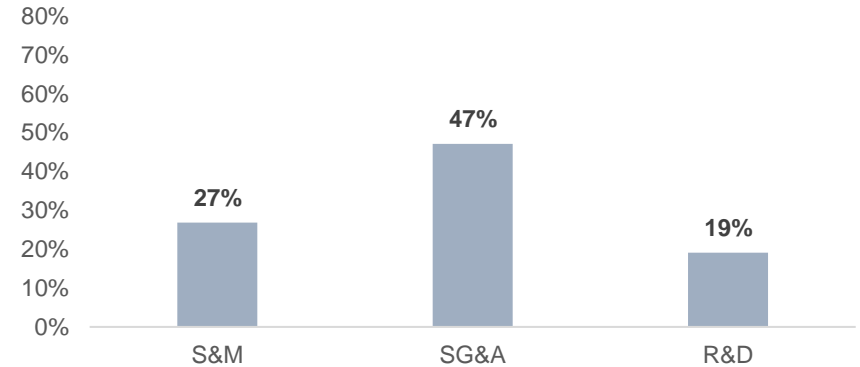
	Public or Public Subsidiary	Private Equity or VC Backed	Private – No Backing
Payments	     	       	     
Accounting and ERP	      	     	    
AR / AP and Expense Management	   	        	   
Payroll and Benefits	     	     	    
FP&A and Budgeting	   	            	      

FP&A Software Index

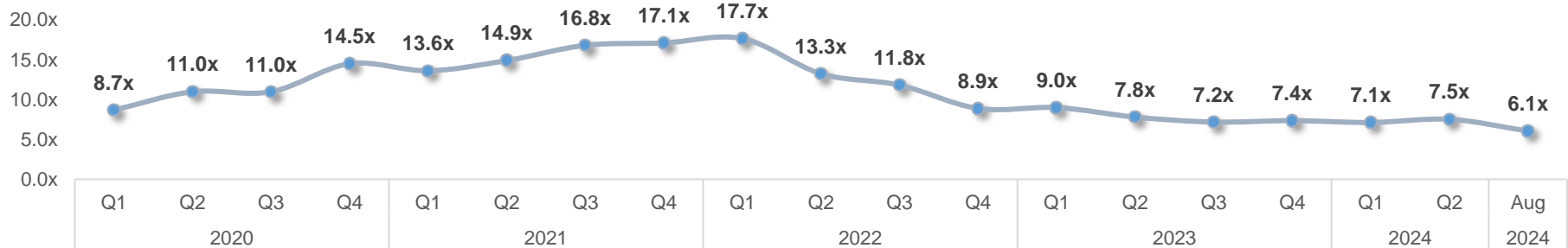
Growth & Margins (Median)*



Operating Metrics (Median)*



EV/Revenue (Mean)



Select Industry Participants



Notable Strategic Acquisitions

Payments	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 
Accounting and ERP	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 
AR / AP and Expense Management	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 
Payroll and Benefits	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 
FP&A and Budgeting	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 	 <u>Acquired By</u> 

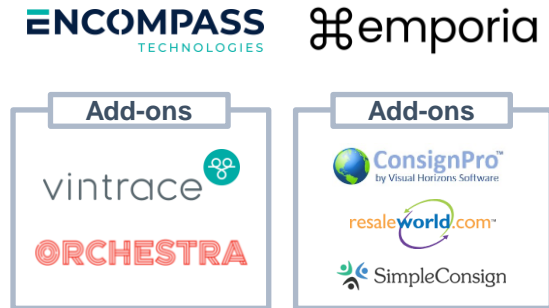
Private Equity Activity and Platforms



Relevant Investments



Relevant Investments



Relevant Investments



Relevant Investments



Relevant Investments



Relevant Investments



Trading Multiples















Public Comparables – Financial Planning & Analysis Software (\$ in Millions) (as of August 2024)

Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
Automatic Data Processing	108,334	18,912	5,490	7%	45%	29%	5.6x	19.7x
AvidXchange	1,299	413	62	19%	70%	15%	3.1x	NCM
Bill.com	4,386	1,242	192	29%	82%	15%	3.5x	NCM
BlackLine	3,017	542	169	12%	75%	31%	5.0x	17.9x
Docebo	1,033	191	23	25%	81%	12%	5.4x	NCM
Expensify	117	144	12	-15%	54%	8%	0.8x	10.1x
Intuit	176,235	15,813	6,481	12%	79%	41%	11.1x	27.2x
Kinaxis	2,744	458	88	16%	61%	19%	6.0x	31.2x
Microsoft	3,027,918	245,122	127,565	16%	70%	52%	12.4x	23.7x
Oracle	444,044	52,961	25,633	6%	71%	48%	8.4x	17.3x
Paychex	45,200	5,132	2,405	5%	72%	47%	8.6x	18.8x
Paycom	9,090	1,778	731	14%	83%	41%	5.1x	12.4x
Paycor HCM	2,057	581	253	16%	66%	44%	3.3x	8.1x
Paylocity	8,437	1,403	505	19%	69%	36%	6.0x	16.7x
SAP	232,320	35,206	11,567	7%	73%	33%	6.6x	20.1x
Sage Group	14,319	2,850	699	22%	93%	25%	5.1x	20.5x
Wolters Kluwer	41,091	6,221	2,019	3%	72%	32%	6.6x	20.4x
Workday	53,185	7,565	2,050	17%	76%	27%	7.0x	25.9x
Workiva	4,038	678	N/A	17%	77%	N/A	6.0x	NCM
Xero	13,262	993	379	23%	N/A	38%	12.7x	35.0x
Zuora	1,145	438	85	8%	67%	19%	2.6x	13.5x

Statistics

Min	117	144	12	-15%	45%	8%	0.8x	8.1x
Median	9,090	1,403	602	16%	72%	32%	6.0x	19.7x
Mean	199,680	18,983	9,320	13%	72%	31%	6.2x	19.9x
Max	3,027,918	245,122	127,565	29%	93%	52%	12.7x	35.0x

M&A Activity | Notable Recent Transactions

FP&A Software Transactions (\$ in Millions)				
Date	Target	Acquirer	Deal Size	Commentary
31-May-24			N/A	Fiplana, developer of direct data editing, process planning, and cost management software, was acquired by insightsoftware, developer of financial reporting and enterprise performance management software, for an undisclosed amount.
22-May-24			N/A	MicroAccounting, provider of business software services, was acquired by AscendERP Solutions through an LBO for an undisclosed amount.
09-May-24			N/A	Fluence Technologies, developer of financial close and consolidation software, was acquired by Anaplan, developer of a cloud-based modeling and planning platform, for an undisclosed amount.
08-May-24			N/A	Flashtract, developer of an online billing automation platform, was acquired by Trimble, provider of technology solutions that enables professionals to connect their workflows and asset lifecycles to drive more productivity. The deal was completed for an undisclosed amount.
01-May-24			N/A	Engine B, developer of an accounting software intended to help audit, legal, and tax sectors, was acquired by CliftonLarsonAllen for an undisclosed amount.
25-Apr-24*			N/A	Epsilon Net, a software and IT company, has entered into a definitive agreement to be acquired by General Atlantic, National Bank of Greece, and Mr. Ioannis Michos through an LBO for an undisclosed amount.
01-Apr-24			N/A	WashCard Systems, developer of payment and loyalty software, was acquired by D&S Car Wash Equipment through an LBO for an undisclosed amount.

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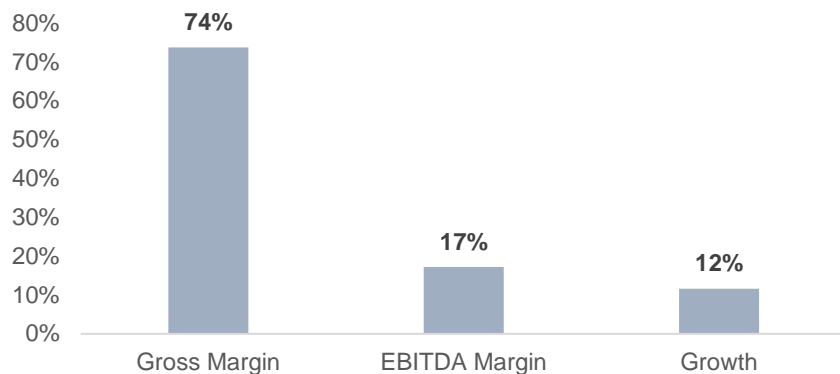
V. Enterprise Support Services | *Valuations, Operating Metrics, and M&A Activity*

Workflow & Process Automation Software Landscape

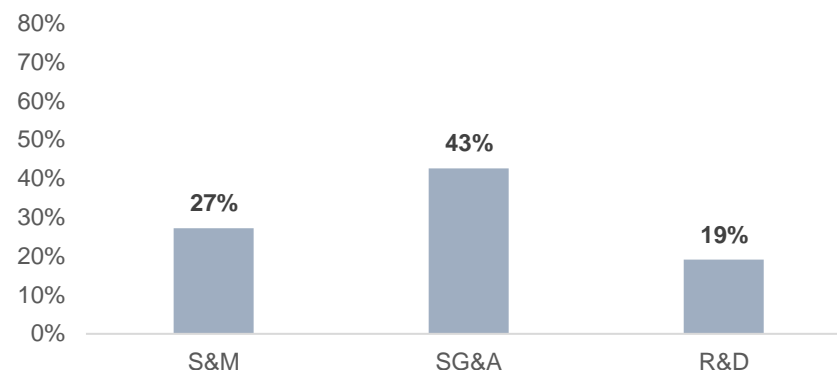
	Public or Public Subsidiary	Private Equity or VC Backed	Private – No Backing
Workflow Management & BPO Software	Adobe asana Confluence Jira Software monday.com Progress servicenow. smartsheet	airSlate Airtable Basecamp ClickUp Creatio miro ninox nintex planview. ProcessMaker quickbase Retool	agilepoint aura quantic Bitrix24 [®] kintone optmyze
Process Automation	appian axway magic PEGA UiPath [®]	ActiveBatch AUTOMATION ANYWHERE bizagi CAMUNDA celonis kissflow nintex pipefy ProcessMaker TRACKVIA workato	Laserfiche [®] quixy codeless PLATFORMS WEBCON [®] XMPRO BIZFLOW agilepoint Autonom8 CLARIFIRE
Payments & Subscription Management	BLOCK MARQETA PayPal Paysafe: ZUORA	billwerk. BLU LOGIX chargebee fusebill MAXIO paddle Pelcro ProfitWell recharge Recurly stripe	advantage [®] INVOICERA [®] onebill paykickstart Rebillia PLATFORM Rebilly Subbly
Enterprise Operating Systems	DESCARTES DOMO e2open IBM Microsoft ORACLE Sage salesforce SAP servicenow. one wisetech global	Aptean EOX Vantage EPICOR =exact ECI [®] IFS infor mosaic ZOMO	AFAS software FOCUS Genius ERP Infosys PRONTO SOFTWARE Synergix Technologies Tally POWER OF SIMPLICITY
E-Commerce Fulfillment	Adobe Commerce amazon BIGCOMMERCE Brightpearl DELIVERY demandware HubLogix olo shopify VTEX	Deliverr DEPOS.CO easyship SRPLY KIBO LOGSTA ORDORO Packlink sendle ShipBob ShipCalm shiphoro shipmonk shippo Shipwire	acTIVATE BizAutomation dlivrd JOLT fulfillment system OWD Simpli

Workflow & Process Automation Index

Growth & Margins (Median)*



Operating Metrics (Median)*



EV/Revenue (Mean)



Select Industry Participants



Active Private Equity and Capital-Backed Rollups



Portfolio Companies



Add-ons



Portfolio Companies



Add-ons



Portfolio Companies



Add-ons



Acquisitions



Portfolio Companies



Add-ons



Acquisitions



Trading Multiples

Public Comparables – Workflow & Process Automation Software (\$ in Millions) (as of August 2024)















Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
Adobe	231,329	20,429	10,070	11%	88%	49%	11.3x	23.0x
Appian	2,332	579	(14)	14%	74%	-2%	4.0x	N/A
Axway	640	349	92	0%	36%	26%	1.8x	7.0x
BigCommerce	554	324	10	11%	76%	3%	1.7x	55.3x
Block	32,486	23,503	2,532	19%	35%	11%	1.4x	12.8x
DocuSign	9,642	2,810	803	9%	79%	29%	3.4x	12.0x
Domo	381	320	13	2%	76%	4%	1.2x	29.5x
Dropbox	8,072	2,522	N/A	6%	81%	N/A	3.2x	8.7x
EverCommerce	2,496	663	140	7%	66%	21%	3.6x	17.8x
Flywire	1,737	423	(6)	32%	63%	-1%	4.1x	N/A
Magic Software Enterprises	538	523	86	-8%	29%	16%	1.0x	6.3x
Marqeta	1,326	546	(149)	-29%	56%	-27%	2.3x	N/A
PayPal Holdings	59,478	31,028	7,641	9%	45%	25%	1.9x	7.8x
Paysafe	3,467	1,631	478	8%	59%	29%	2.1x	7.3x
Pegasystems	5,646	1,490	359	15%	75%	24%	3.8x	NCM
Progress Software	3,043	712	279	9%	82%	39%	4.3x	10.9x
Salesforce	231,253	35,743	13,369	11%	76%	37%	6.5x	17.3x
ServiceNow	159,601	9,955	3,362	24%	79%	34%	16.0x	47.5x
Shopify	66,096	7,413	1,069	26%	51%	14%	8.9x	NCM
Smartsheet	5,737	1,001	136	22%	81%	14%	5.7x	NCM

Statistics

Min	381	320	(149)	-29%	29%	-27%	1.0x	6.3x
Median	4,557	1,246	279	10%	75%	21%	3.5x	12.4x
Mean	41,293	7,098	2,120	10%	65%	18%	4.4x	18.8x
Max	231,329	35,743	13,369	32%	88%	49%	16.0x	55.3x

M&A Activity | Notable Recent Transactions

Workflow & Process Automation Software Transactions (\$ in Millions)

Date	Target	Acquirer	Deal Size	Commentary
06-Jun-24*	 gocanvas	 NEMETSCHEK GROUP	\$700	GoCanvas, developer of a cloud-computing SaaS platform designed to help companies address the challenges of growing an running a business, has reached a definitive agreement to be acquired by Nemetschek Group for \$700 million.
03-Jun-24*	 PRODATO	 QuinScape	N/A	PRODATO Integration Technology, provider of data management and automation services, entered into a definitive agreement to be acquired by QuinScape through an LBO for an undisclosed amount.
22-May-24	 cloudwords	 welocalize	N/A	Cloudwords, developer of a digital marketing automation platform, was acquired by Welocalize, provider of innovative language translation and localization services, through and LBO for an undisclosed amount.
21-May-24	 SERCANTE	 TRILLIAD	N/A	Sercante, provider of services intended to automate marketing, was acquired by Trilliad, a market-leading management consulting firm, for an undisclosed amount.
16-May-24	 webmechanix tools	 LEVEL	N/A	WebMechanix, developer of a performance marketing platform, was acquired by Level Agency through an LBO for an undisclosed amount.
14-May-22	 HYPE	 ALTA GLOBAL GROUP	N/A	Hype, developer of reader relationship software designed to provide signup and payment tools, was acquired by Alta Global Group for an undisclosed amount.
13-Nov-23	 pjxmedia	 vistar media	N/A	Project X Media, provider of workflow management software services to automate out-of-home media planning and buying, was acquired by Vistar Media through an LBO for an undisclosed amount.

I. Quarterly Update and Market Insights

II. Supply Chain Software | *Valuations, Operating Metrics, and M&A Activity*

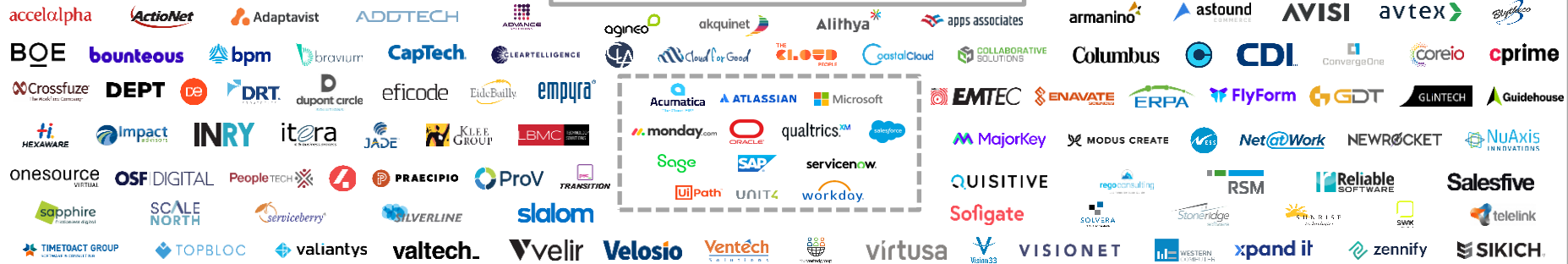
III. FP&A Software | *Valuations, Operating Metrics, and M&A Activity*

IV. Automation Software | *Valuations, Operating Metrics, and M&A Activity*

V. Enterprise Support Services | *Valuations, Operating Metrics, and M&A Activity*

Enterprise Software Consulting Services Landscape

Enterprise Software Ecosystem Partners



Cloud Services Ecosystem Partners



Cybersecurity Ecosystem Partners

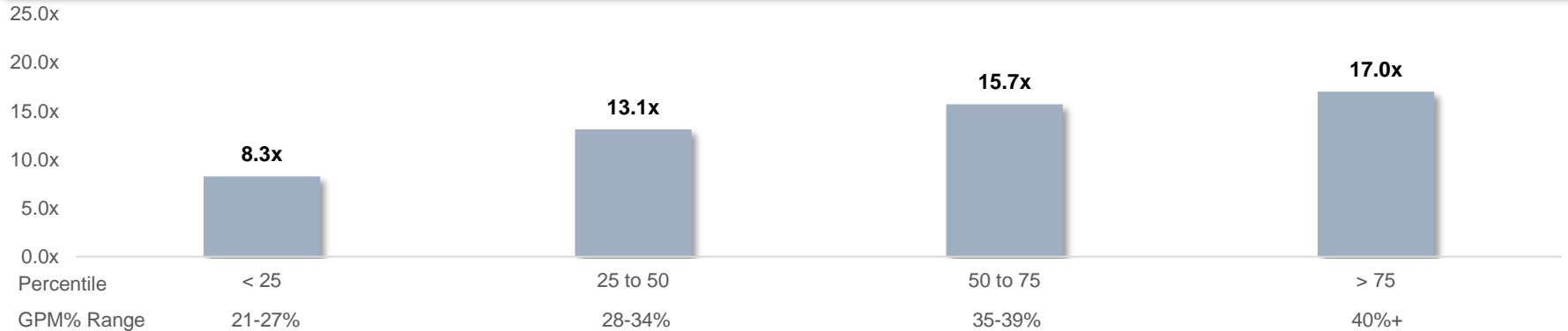


Aggregators / Diversified VARs

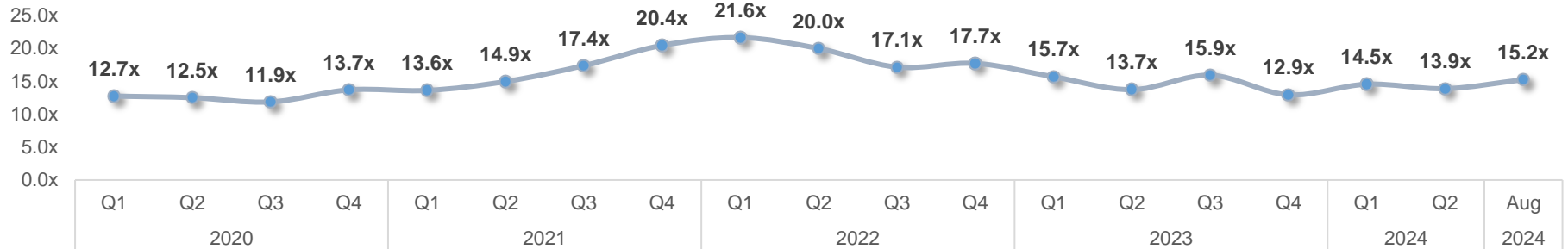


Enterprise Software Consulting Index

Gross Margin Percentile vs. EV/LTM EBITDA



EV/EBITDA (Mean)



Select Industry Participants



Notable Private Equity Investors – Consulting Services

TRINITY HUNT PARTNERS

Portfolio Companies



Add-ons



ALPINE Evergreen

Portfolio Companies



Add-ons



CENTURY PARK CAPITAL PARTNERS

Portfolio Companies



Add-ons



Portfolio Companies



Add-ons



RLH Equity Partners

Portfolio Companies



rallyday PARTNERS

Portfolio Companies



Trading Multiples

Public Comparables – Enterprise Software Consulting Services (\$ in Millions) (as of August 2024)











Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
Accenture	202,351	64,476	10,932	1%	33%	17%	3.1x	18.1x
Atos	3,616	11,571	1,100	-5%	33%	10%	0.3x	3.3x
Capgemini	36,019	24,371	3,987	2%	27%	16%	1.5x	9.0x
CGI Group	26,177	10,717	2,207	3%	16%	21%	2.4x	11.9x
Cognizant Technology Solutions	35,711	19,265	3,541	-1%	34%	18%	1.9x	10.1x
Converge Technology Solutions	691	1,968	127	13%	27%	6%	0.4x	5.4x
DXC Technology	7,422	13,667	2,092	-5%	23%	15%	0.5x	3.5x
FTI Consulting	8,006	3,696	463	15%	33%	13%	2.2x	17.3x
HCL Technologies	49,426	13,438	3,099	7%	40%	23%	3.7x	16.0x
Infosys	87,839	18,660	N/A	1%	30%	N/A	4.7x	20.7x
Mphasis	6,141	1,618	286	-1%	29%	18%	3.8x	21.5x
Perficient	2,949	890	180	-3%	38%	20%	3.3x	16.4x
SoftwareONE	2,660	1,125	739	4%	42%	66%	2.4x	3.6x
Tata Consultancy Services	180,566	29,377	7,499	5%	45%	26%	6.1x	24.1x
Wipro	27,963	10,697	N/A	-3%	30%	N/A	2.6x	12.4x

Statistics

Min	1,011	907	122	-7%	16%	6%	0.3x	3.4x
Median	27,815	11,777	2,154	5%	31%	19%	2.8x	13.2x
Mean	47,471	14,989	2,684	8%	32%	18%	2.7x	13.6x
Max	231,727	64,588	10,804	47%	45%	26%	6.0x	22.3x

M&A Activity | Notable Recent Transactions

Enterprise Software Consulting Services Transactions (\$ in Millions)

Date	Target	Acquirer	Deal Size	Commentary
12-Jun-24	Servium	 advania	N/A	Sevium, provider of information technology consulting services, was acquired by Advania, provider of information technology and cloud consulting services, through an LBO for an undisclosed amount.
10-Jun-24*	 VERTISYSTEM	 MOURI TECH GLOBAL ENTERPRISE SOLUTIONS	N/A	Vertisystem, provider of cloud and data migration consulting and services, reach a definitive agreement to be acquired by Mouri Tech for an undisclosed amount.
10-Jun-24	 CHAMELEON CONSULTING GROUP	 CLARITY	N/A	Chameleon Consulting Group, provider of cyberspace consultancy services, was acquired by Clarity Innovations, developer of force-enhancing software, through an LBO for an undisclosed amount.
07-Jun-24	FastSlowMotion	 Circumference Group	N/A	Fast Slow Motion, provider of consulting and implementation services catering to growing businesses, received a growth investment from Circumference Group.
06-Jun-24	 AVAUNT TECHNOLOGIES INC.	 NETSURIT	N/A	Avaunt Technologies, provider of information technology consulting services, was acquired by Netsurit, provider of managed information technology, cloud, and security services. The deal was completed for an undisclosed amount.
06-Jun-24	 Parsionate	 accenture	N/A	Parsionate, provider of omnichannel consultancy services, was acquired by Accenture, a leading global information technology services firm that provides consulting, strategy, and operational services. The deal was completed for an undisclosed amount.
29-May-24*	MICROPOL	Talan	N/A	Micropole, a consulting and engineering company, entered a definitive agreement to be acquired by Talan, a provider of information technology, engineering, and business consulting services, for an undisclosed amount.

Founders Advisors Overview

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DIRECTOR



SWEDE UMBACH
ASSOCIATE



ROBERT REED
ANALYST



FOUNDERS ADVISORS is a mergers, acquisitions, and strategic advisory services firm that has served middle-market companies since 2003. With a nationwide footprint, we pride ourselves in employing a values based and highly personalized relational approach through our five industry-focused advisory teams. Today, Founders employs over 50 professionals and has offices in Birmingham, AL (headquarters) and Dallas, TX.

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