

FOUNDERS

ADVISORS

Enterprise Support Software

Vertical Coverage Report
February 2026

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*

Summary Thoughts

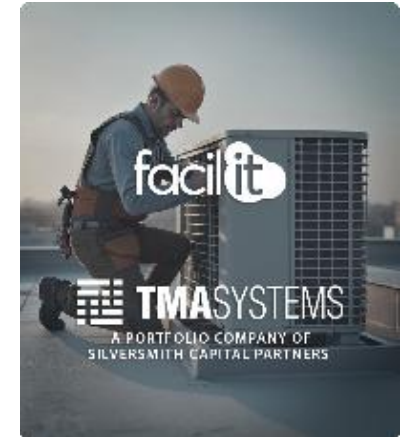
- Alongside many other M&A thought leaders, we believe that 2026 will continue to be a growth year for overall M&A in this current bounce back cycle. Enterprise Support Software, with a vertical focus and back-office operational efficiency applications, will be in high demand from private equity investors and PE-backed strategics. Investors / Buyers continue to prioritize platforms that automate mission-critical workflows and have a defensible “data moat” embedded in the solution.
- We continue to see a “Tale of Two Cities” theme when it comes to ARR multiples in our SaaS processes. Companies that are delivering best-in-class KPIs are still commanding premium ARR valuations (10x+), but there is a limited supply of those deals available in the lower middle market – that’s great news for founders that are checking all the right boxes. On the other hand, we have seen a strong volume of deals trade in the mid-single digit ARR multiple range...for a bootstrapped founder, those outcomes are still very attractive.
- Retention, capital-efficient growth, and proof of mission criticality remain central to buyer underwriting. Platforms that can clearly demonstrate enterprise stickiness, evidenced by strong gross revenue retention and quantifiable impact on customer workflows, are consistently outperforming in terms of buyer interest and transaction outcomes.
- Our friends at Jurassic Capital laid out some great content in their [B2B SaaS Benchmarks Report 2025](#). Our recent engagements have shown some similar trends, with investors rewarding AI-feature-driven growth but remaining receptive to healthy and consistent profit margins in the absence of best-in-class growth rates.

Founders Transaction Announcement

Founders Advises Facil-IT in Acquisition by TMA Systems

Founders is pleased to announce that Facil-IT has been acquired by TMA Systems, a leading provider of CMMS and EAM solutions.

Facil-IT was exclusively advised by principals of Founders in this transaction.



“After interviewing many candidates, the partners and I agreed that Founders was the right choice. From the start, through the process, and all the way to finalizing the transaction, the partnership with Founders remained strong. They immersed themselves in our business, understood our ethos, and helped our team develop and prepare for the steps ahead...I don’t believe we could have been successful without the team at Founders. To summarize the partnership, THEY DELIVERED. The entire Facil-IT team is excited to begin this new chapter with our partners at TMA.” said Zaree Voskerijian, Founder and CEO of Facil-IT.

Founded in 2011, Facil-IT is a CMMS purpose-built for the unique workflows, compliance needs, and vendor relationships of maintenance service organizations that self-perform work or manage contractors. Backed by Silversmith Capital Partners, the acquisition underscores TMA Systems’ momentum in building a comprehensive suite of solutions for maintenance and asset management.

Considering a Capital Transaction? A Brief Sellside Process Guide, by Billy Pritchard

For founders or operators of a private software business, deciding if, when, and how to pursue a transaction is one of the most important choices you will make. For many of our clients, their company is much more than just a business – it's their life's work, it's their legacy, and most often it's their largest asset. Navigating the path toward a capital transaction or exit comes with tremendous complexity. Whether your goal is liquidity, growth capital, or succession planning, understanding the sellside process and the value of a competitive market approach is essential. Below, we break down four key questions every founder should ask when beginning to explore a significant capital transaction.

Why Should a Founder Consider a Transaction?

- **Growth vs. Scale Pressures:** Competing against larger, better-capitalized competitors often requires outside capital or a strategic partner.
- **Liquidity & Risk Diversification:** For many founders, 70–90% of personal net worth is tied up in the business. A capital transaction can allow you to take “chips off the table” while still participating in future upside.
- **Family & Succession Planning:** If the next generation isn't stepping in, or if you'd like to reduce your day-to-day involvement, a transaction can create a smooth transition.
- **Strategic Support:** An experienced partner can provide resources to accelerate sales & marketing, fund acquisitions, or expand into new markets. This support can produce future outcomes that far exceed what a business can do in its current form.

Often times, the right transaction isn't about “selling out.” Rather, it's about positioning the business for long-term accelerated success.

What Does a Sellside Process Look Like?

A sellside process typically takes six months to complete from start to finish, and it follows a proven playbook for deal execution. We break down the key phases of our process into four components:

1. **Packaging Phase** – Preparing marketing materials, underwriting the business through detailed financial analyses, and positioning the company's growth story.
2. **Marketing Phase** – Contacting a broad but curated group of potential investors and buyers, presenting a comprehensive set of materials and data to build interest and conviction, and narrowing the field through multiple bid deadlines.
3. **Diligence Phase** – Allowing buyers to conduct due diligence with data access staged carefully to protect the business and creating opportunities for sellers to assess the best potential partner.
4. **Closing** – Final negotiations, completing confirmatory diligence, and working through the legal closing process for success deal execution.

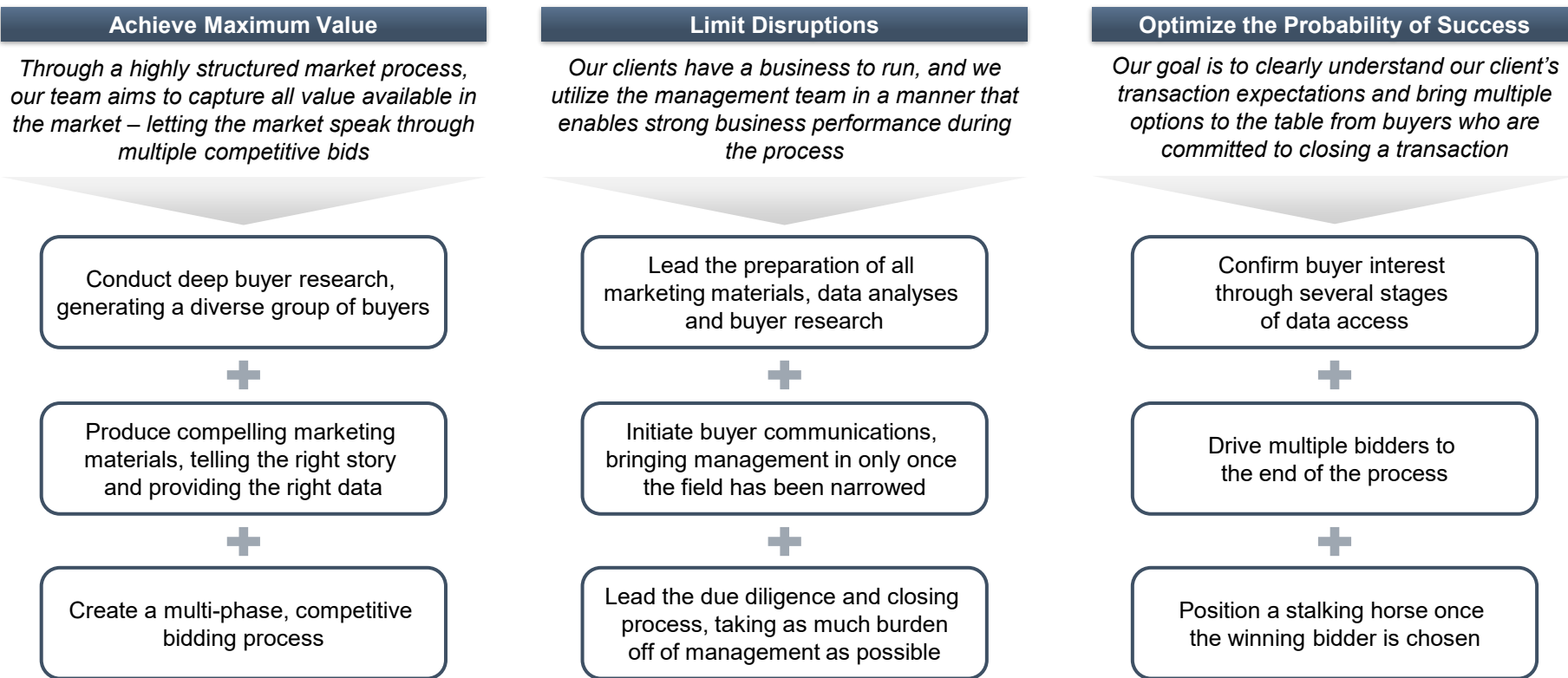
A well structured, competitive sellside process lets the market speak, presenting a multitude of deal options and driving the best outcome for the business.

What Deal Structure Fits Your Goals?

	Minority Recap	Majority Recap	Strategic Sale
Overview	<ul style="list-style-type: none"> Non-controlling investment provided to fuel growth initiatives Ideal for companies who see a large amount of growth potential and want to retain as much upside as possible 	<ul style="list-style-type: none"> Controlling investment by financial sponsor Ideal for companies who want to reduce future risk and expedite growth trajectory, while not giving up all upside potential 	<ul style="list-style-type: none"> Sale to or combination with a strategic operating company Ideal for companies whose owners are ready to realize full liquidity
Advantages	<ul style="list-style-type: none"> Maintain a large portion of equity while getting access to the capital needed for growth initiatives Retain operational control Experienced, value-added partner 	<ul style="list-style-type: none"> Greatest potential for optimized valuation “Second bite of the apple” Experienced, value-added partner who brings more than just capital 	<ul style="list-style-type: none"> Opportunity for outlier valuations through strategic synergies Immediate “chips off the table” Minimized future liabilities Opportunity for reduced involvement
Disadvantages	<ul style="list-style-type: none"> Limited “chips off the table” Downside risk if growth strategy isn’t successful Less advantageous investment structures 	<ul style="list-style-type: none"> Limited future options once a majority investor is brought on; focus shifts to investor’s ROI Ultimate control resides with investors Dilution through future M&A/capital calls 	<ul style="list-style-type: none"> Loss of upside potential Typically, a 2 – 5 year non-compete agreement Risk to company culture and long-term opportunities for employees

What is the Value of Engaging an Advisor?

A structured M&A sellside process is designed to achieve maximum value for our clients while minimizing disruption and increasing the probability of success. Having a sellside advisor, with deep transaction experience in your sector, is the best way to ensure the best outcome.



As a closing thought, we like to reference the “river guide” analogy often when describing our services. Our team has been down the river of a software capital transaction quite often, and we know the best way to navigate those waters. If you are going down this river for the first time, you need an experienced guide in the boat with you. Please contact our team with any questions if a capital transaction or exit is top of mind for you and your business.

Silicon Y'all | Recap of Our 2025 Technology Summit



- Founders recently hosted its 11th annual Technology Summit, [Silicon Y'all](#), in mid-October. The event was attended by a curated group of CEOs from 103 companies and 28 of the leading technology-focused private equity groups.
- The three-day event was filled with meaningful insights from investors, current operators, and industry experts. CEOs shared operational best practices, explored ways to drive enterprise value, discussed innovative growth strategies, and networked with value-added investors and industry experts.



2025 Session Topics

- The AI Reckoning Playbook for Technology Companies – Lessons from 100 Years of Technological Disruption
- Employee Retention Leads to Customer Retention – People are the Engine Inside all Legendary Brands
- What Leaders are Doing to Position for an AI Advantage
- Best Practices in Transferring Equity to Your Team
- CEO Stories of Success, Failure, and Lessons Learned
- Unlocking Growth Through AI-Powered Marketing
- Navigating Transaction Risks – High Value Lessons
- Pressing Questions as You Plan for Liquidity
- Operational AI – Driving Value, Not Just Hype
- Non-Dilutive Financing for Growth and M&A in a Turbulent Market
- The Hidden Levers that Drive 70% of Your Exit Value

Debt Participants



Private Equity Participants



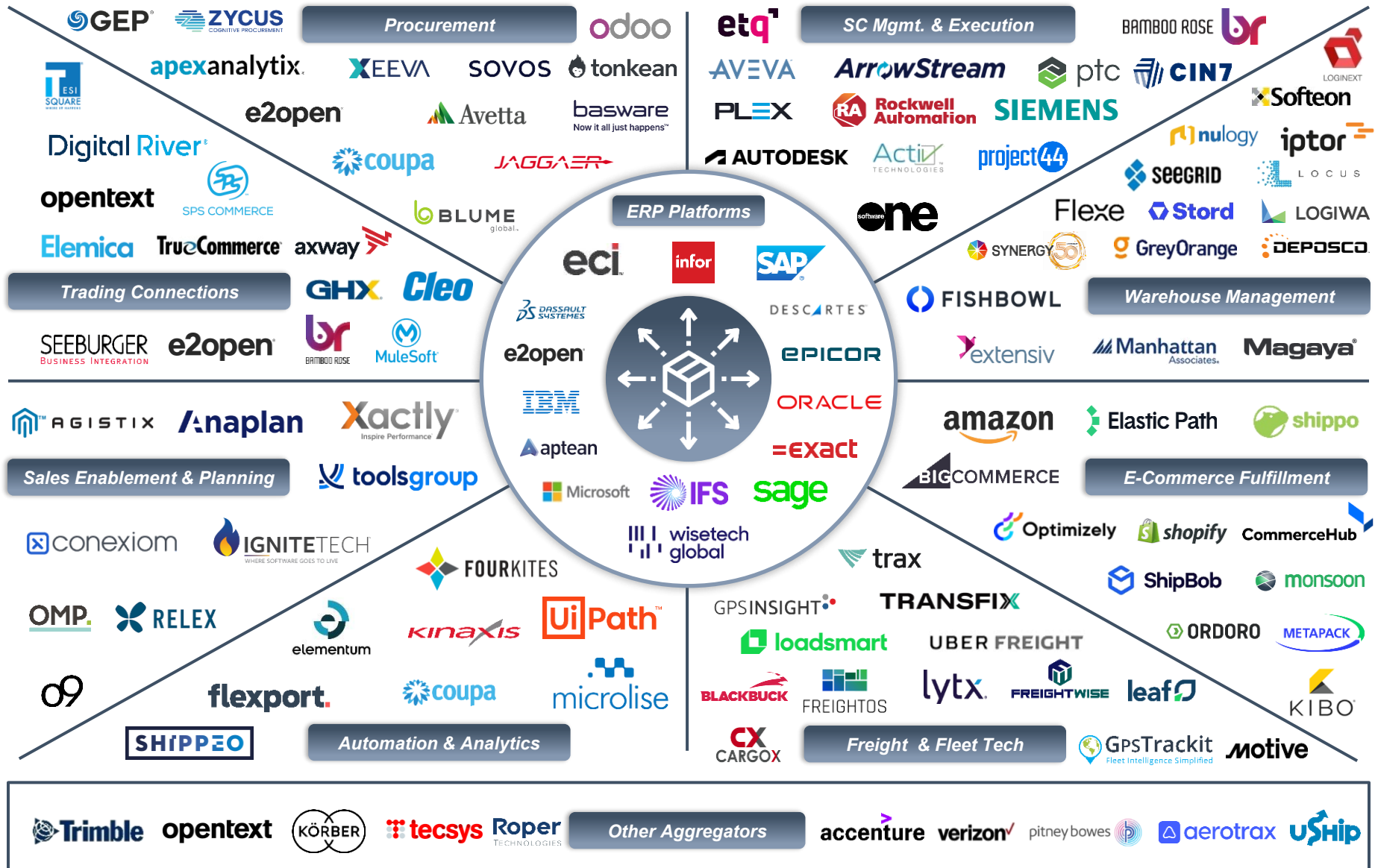
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III. FP&A Software | *Valuations, Operating Metrics, and M&A Activity*

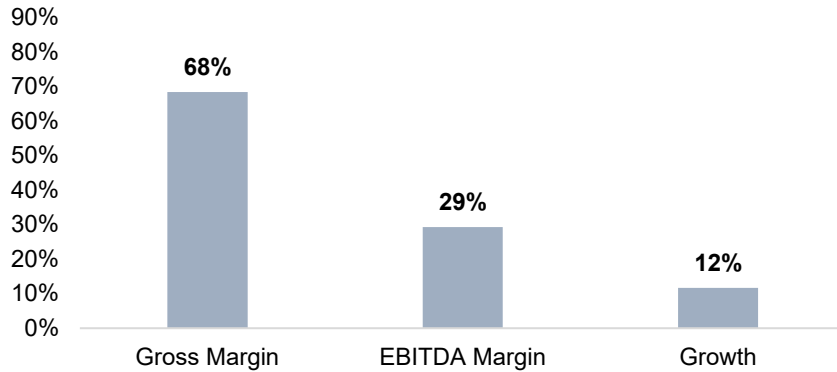
IV. Automation Software | *Valuations, Operating Metrics, and M&A Activity*

Digital Supply Chain Landscape

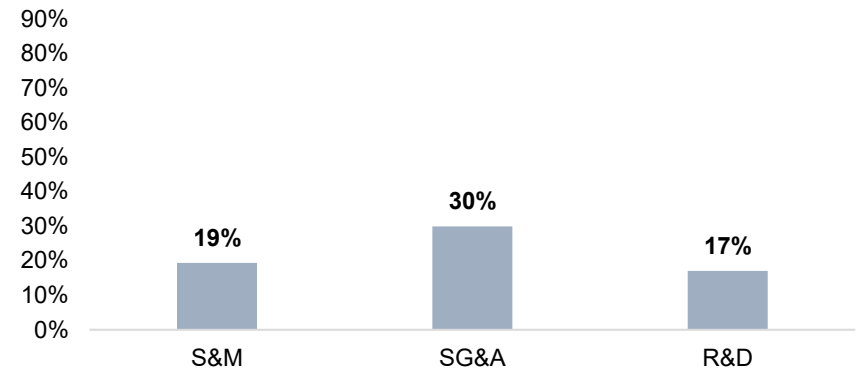


Supply Chain Software Index

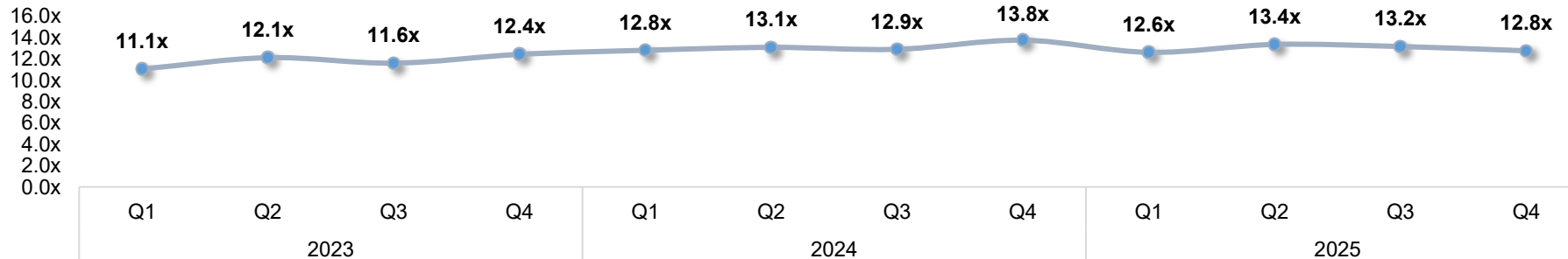
Growth & Margins (Median)*



Operating Metrics (Median)*



EV/Revenue (Mean)



Select Industry Participants

DESCARTES™

KINAXIS®

Manhattan
Associates.

samsara



tecsys

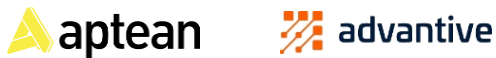
Trimble

wisetechnology
global

Private Equity Activity and Platforms



Relevant Investments



Add-ons



Add-ons



Relevant Investments



Add-ons



Relevant Investments



Add-ons



Relevant Investments



Add-ons



Add-ons



Relevant Investments



Relevant Investments



Add-ons



Add-ons



Trading Multiples

Public Comparables –Supply Chain Software (\$ in Millions) (as of December 2025)















Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
Descartes Systems Group	7,288	704	302	11%	77%	43%	10.4x	24.1x
Kinaxis	3,261	528	140	12%	64%	26%	6.2x	23.3x
Manhattan Associates	10,228	1,067	398	4%	57%	37%	9.6x	25.7x
Samsara	19,769	1,490	268	28%	77%	18%	13.0x	73.8x
SPS Commerce	3,237	730	226	19%	68%	31%	4.4x	14.3x
Tecsys	309	133	11	8%	50%	8%	2.3x	28.1x
Trimble	19,800	3,601	991	-1%	68%	28%	5.5x	20.0x
WiseTech Global	15,343	779	396	14%	86%	51%	19.7x	38.7x

Statistics

Min	309	133	11	-1%	50%	8%	2.3x	14.3x
Median	8,758	754	285	12%	68%	29%	7.9x	24.9x
Mean	9,904	1,129	342	12%	68%	30%	8.9x	31.0x
Max	19,800	3,601	991	28%	86%	51%	19.7x	73.8x

M&A Activity | Notable Recent Transactions

Supply Chain Software Transactions (\$ in Millions)

Date	Target	Acquirer	Deal Size	Commentary
16-Oct-25	 Celtra	 VALSOFT	N/A	Celtra, provider of supply chain execution and logistics management software, was acquired by Valsoft. The transaction expands Valsoft's footprint in mission-critical supply chain and operational systems. The Company was acquired through an LBO for an undisclosed amount.
08-Aug-25	 optoro	 BlueYonder	N/A	Optoro, developer of returns optimization and reverse logistics software, was acquired by Blue Yonder. The acquisition strengthens Blue Yonder's capabilities in returns management and sustainability analytics. The Company was acquired through an LBO for an undisclosed amount.
07-Aug-25	 DATASCOPE WMS FOR SYSPRO	 SYSPRO™	N/A	Datascope WMS, a warehouse management system purpose-built for SYSPRO ERP environments, was acquired by SYSPRO. The Company was acquired through an LBO for an undisclosed amount.
04-Aug-25	 Finale Inventory	 DESCARTES™	\$40.0	Finale Inventory, provider of cloud-based inventory and order management software for SMBs, was acquired by Descartes Systems Group for ~\$40.0 million. The acquisition expands Descartes' presence in inventory management and omnichannel fulfillment for SMEs.
11-Jun-25	 vlex	 aptean	N/A	VlexPlus, developer of supply chain and logistics management software, was acquired by Aptean. The transaction supports Aptean's strategy of acquiring software assets serving complex operational environments. The Company was acquired through an LBO for an undisclosed amount.
25-May-25*	 e2open®	 wisetech global	\$2,100.0	e2open, a global provider of connected supply chain and logistics orchestration software, was acquired by WiseTech Global (ASX: WTC) for approximately \$2.1 billion. The acquisition expands WiseTech's global supply chain execution capabilities through a public-to-public transaction.
13-May-25	 CIRTUO	 coupa	N/A	Cirtuo, developer of supply chain design and strategic modeling software, was acquired by Coupa. The transaction adds advanced scenario modeling and network optimization capabilities to Coupa's platform. The Company was acquired through an LBO for an undisclosed amount.

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IV. Automation Software | *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	    	           	      

Notable Strategic Acquisitions

Payments

melio

Acquired By



AMOUNT
Acquired By



worldpay

Acquired By



TSYS

Acquired By



Bridge

Acquired By



Accounting and ERP

Criterion

Acquired By



copperleaf
Acquired By



walkme

Acquired By



LOCKSTEP

Acquired By



FastBill

Acquired By



AR / AP and Expense Management

DATA INTERCONNECT
GET PAID FASTER

Acquired By



finmark

Acquired By



AcctTwo

Acquired By



Invoice2go

Acquired By



Beanworks
by Quodient

Acquired By



Payroll and Benefits

Sana

Acquired By



Paycor

Acquired By



ASCENSUS

Acquired By



zenefits

Acquired By



REMOTE
TEAM.com

Acquired By



FP&A and Budgeting

AllStrategy

Acquired By



JUST PERFORM

Acquired By



fiplana

Acquired By



SigmaConso
Make figures talk.

Acquired By



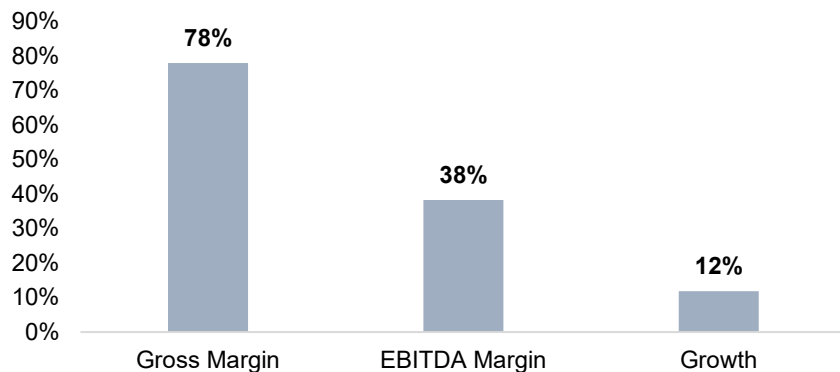
zimit

Acquired By

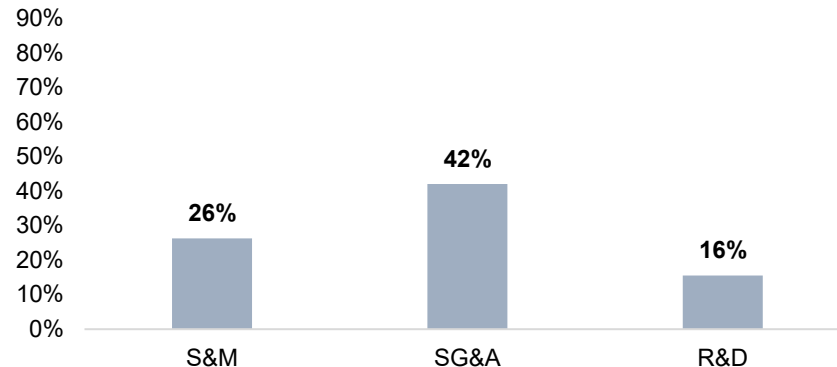


FP&A Software Index

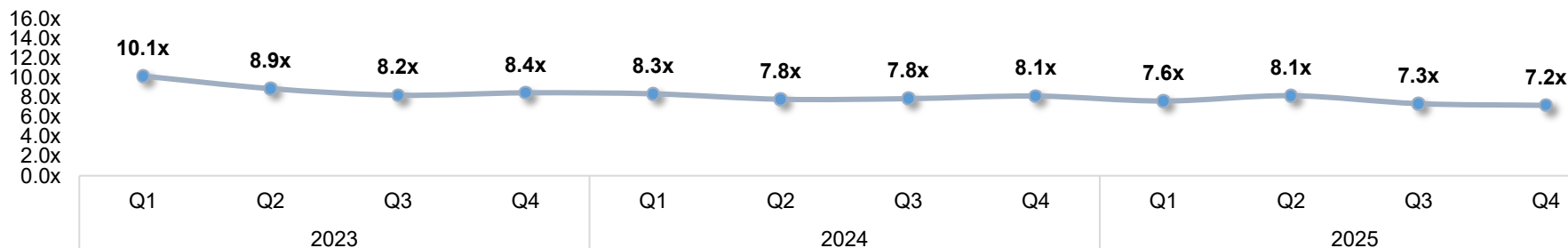
Growth & Margins (Median)*



Operating Metrics (Median)*



EV/Revenue (Mean)



Select Industry Participants



Private Equity Activity and Platforms



Relevant Investments



Add-ons



Add-ons



Relevant Investments



Add-ons



Add-ons



Relevant Investments



Add-ons



Add-ons



Relevant Investments



Add-ons



Relevant Investments



Add-ons



Relevant Investments



Add-ons



Add-ons



Trading Multiples

Public Comparables – Financial Planning & Analysis Software (\$ in Millions) (as of December 2025)

















Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
Bill.com	5,069	1,500	259	12%	81%	17%	3.4x	19.6x
BlackLine	3,443	687	197	7%	75%	29%	5.0x	17.4x
Corpay	27,213	4,315	2,460	11%	78%	57%	6.3x	11.1x
Intuit	187,499	19,433	8,053	17%	80%	41%	9.6x	23.3x
Oracle	665,128	61,016	33,550	11%	69%	55%	10.9x	19.8x
Paychex	43,783	5,844	2,949	12%	73%	50%	7.3x	14.8x
Paycom	8,459	2,001	861	10%	83%	43%	4.2x	9.8x
Paylocity	8,264	1,640	585	13%	69%	36%	5.0x	14.1x
Sage Group	15,461	3,278	1,122	8%	93%	34%	4.7x	13.8x
Vertex	3,224	732	227	14%	65%	31%	4.4x	14.2x
Workiva	4,777	846	61	20%	78%	7%	5.6x	78.4x
Xero	11,248	1,257	512	19%	89%	41%	8.4x	22.0x

Statistics

Min	3,224	687	61	7%	65%	7%	3.4x	9.8x
Median	9,854	1,821	723	12%	78%	38%	5.3x	16.1x
Mean	81,964	8,546	4,236	13%	78%	37%	6.2x	21.5x
Max	665,128	61,016	33,550	20%	93%	57%	10.9x	78.4x

M&A Activity | Notable Recent Transactions

FP&A Software Transactions (\$ in Millions)

Date	Target	Acquirer	Deal Size	Commentary
06-Jan-26*	 onestream	 GENERAL ATLANTIC  Hg  tidemark	\$6,418.0	OneStream (NAS: OS), a provider of enterprise financial performance management and FP&A software, has entered into a definitive agreement to be acquired by Hg, General Atlantic and Tidemark through a \$6.418 billion public-to-private LBO.
21-Dec-25*	 CLEARWATER ANALYTICS	 PERMIRA WARBURG PINCUS	\$8,335.9	Clearwater Analytics Holdings (NYS: CWAN), a provider of cloud-based investment accounting and reporting software, entered into a definitive agreement to be acquired by Permira and Warburg Pincus through an \$8.336 billion public-to-private LBO
07-Oct-25	 Criterion	 Sage	N/A	Criterion, developer of human capital management software designed to comprehensively manage payroll and recruiting, was acquired by Sage Group (LON: SGE). The Company was acquired through an LBO for an undisclosed amount.
16-Sep-25*	 Sana	 workday	\$1,100.0	Sana, an AI-enabled financial planning and analytics platform, was acquired by Workday (NAS: WDAY) for \$1.1 billion. The acquisition enhances Workday's native financial planning and analytics capabilities with advanced AI-driven insights and scenario modeling.
24-Jul-25	 Fyle	 Sage	\$94.0	Fyle, a provider of real-time expense management and spend controls software, was acquired by Sage Group (LON: SGE) for \$94.0 million. The transaction expands Sage's spend management and expense automation functionality within its broader finance and accounting ecosystem.
24-Jun-25*	 melio	 xero	\$2,500.0	Melio, a provider of accounts payable and payments software for SMBs, was acquired by Xero (ASX: XRO) for \$2.5 billion. The acquisition strengthens Xero's payments, cash-flow management, and embedded finance capabilities for small and mid-sized businesses.
23-Jun-25*	 AMOUNT	 FIS	N/A	Amount, a provider of digital loan origination and account opening software for financial institutions, was acquired by FIS. The transaction supports FIS's strategy to modernize front-end banking workflows and improve customer experience. Transaction terms were not disclosed.
























































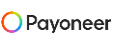
















































































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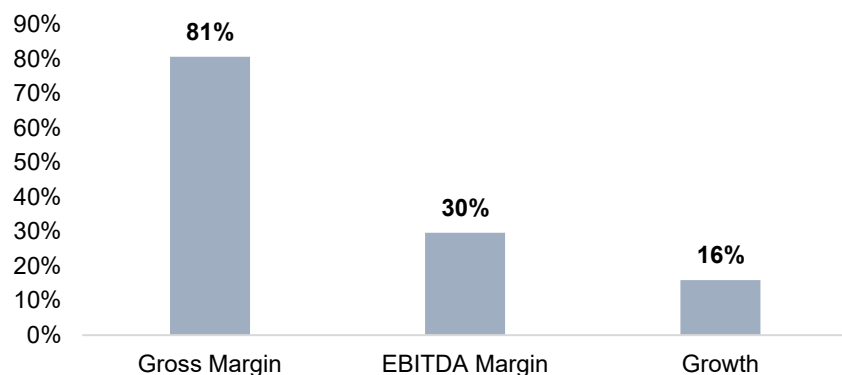
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Workflow & Process Automation Software Landscape

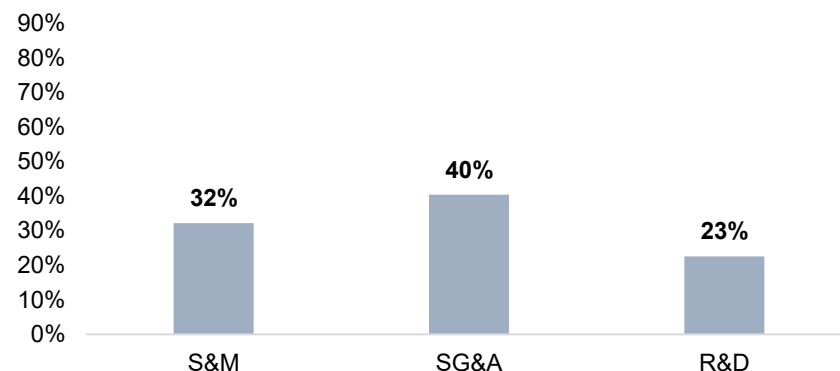
	Public or Public Subsidiary	Private Equity or VC Backed	Private – No Backing
Workflow Management & BPO Software	      	            	    
Process Automation	    	          	        
Payments & Subscription Management	        	         	      
Enterprise Operating Systems	           	       	      
E-Commerce Fulfillment	         	               	      

Workflow & Process Automation Index

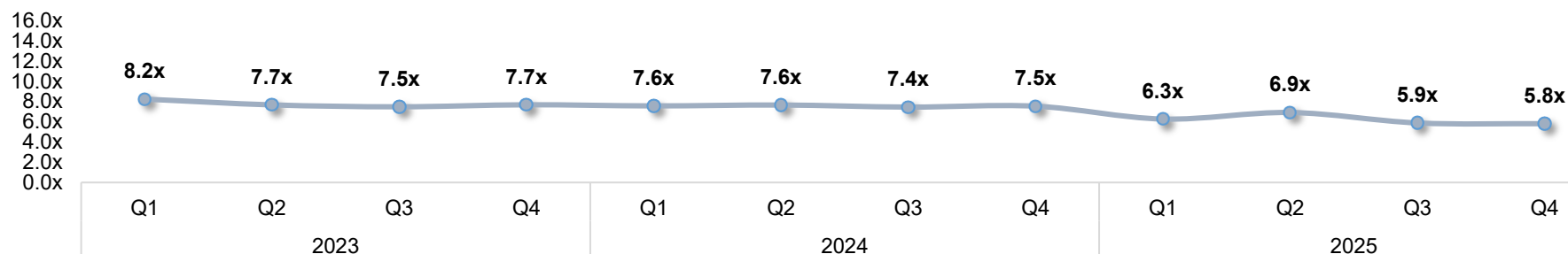
Growth & Margins (Median)*



Operating Metrics (Median)*



EV/Revenue (Mean)



Select Industry Participants



Private Equity Activity and Platforms

JMI
EQUITY

Relevant Investments

Unanet

bloomerang

Add-ons

wyattERP
CONTRAQER
GovPro AI
Flowtrac

Add-ons

Qgiv
Sphere

ALDRICH Capital Partners

Relevant Investments

DECISIONS

ProcessMaker

OnePlan

Add-ons

Configurable Management
PROCESS DIAMOND
workfellow
docuLayer

Add-ons

smart360

GSV GREATER SUM VENTURES

Relevant Investments

stax

Vehlo

Add-ons

BlockChyp
apps
CardX

Add-ons

TCC TOTAL CUSTOMER CONNECT
DealerPay
SHOPWARE

AQUILINE
CAPITAL PARTNERS LLC

Relevant Investments

DOCUPHASE

SurePoint

Add-ons

iPAYABLES
Clearwater
frevo
TREENO SOFTWARE

Add-ons

ZenCase
Leopard Solutions
COYOTE ANALYTICS

ALPINE

Relevant Investments

ASG

actabl

Velora

Add-ons

hotel effectiveness
Alice
profitsword
transcendent

Add-ons

keela
Raisely
aplos

Serent
CAPITAL

Relevant Investments

franconnect

Actionstep

Add-ons

rize
POINT

Add-ons

soluno
FILE PRO
LAW MASTER

Trading Multiples

Public Comparables – Workflow & Process Automation Software (\$ in Millions) (as of December 2025)















Name	Enterprise Value	LTM Financials					Enterprise Value Multiples	
		Revenue	EBITDA	Revenue Growth	Gross Margin	EBITDA Margin	EV / LTM Revenue	EV / LTM EBITDA
Adobe	146,559	23,181	11,201	11%	89%	48%	6.2x	12.5x
Appian	2,730	691	70	16%	76%	10%	4.0x	39.1x
Asana	3,037	774	58	9%	89%	7%	3.9x	52.6x
Dropbox	9,291	2,528	1,156	0%	81%	46%	3.7x	8.0x
Docusign	13,009	3,159	1,006	8%	79%	32%	4.1x	12.9x
EverCommerce	2,590	695	152	22%	68%	22%	4.2x	16.9x
Monday.com	5,987	1,166	126	29%	89%	11%	5.1x	47.7x
ServiceNow	158,628	12,667	4,497	21%	78%	36%	12.5x	35.3x
OpenText	13,770	5,188	2,314	-8%	73%	45%	2.7x	6.0x
UiPath	7,448	1,553	366	10%	83%	24%	4.8x	20.3x
Pegasystems	9,861	1,732	514	17%	76%	30%	5.7x	18.7x
Progress Software	3,195	940	375	31%	81%	40%	3.4x	8.5x
Atlassian	41,108	5,173	1,372	18%	83%	27%	7.5x	30.0x

Statistics

Min	2,590	691	58	-8%	68%	7%	2.7x	6.0x
Median	9,291	1,732	514	16%	81%	30%	4.2x	18.7x
Mean	32,093	4,573	1,785	14%	80%	29%	5.2x	23.7x
Max	158,628	23,181	11,201	31%	89%	48%	12.5x	52.6x

M&A Activity | Notable Recent Transactions

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

Date	Target	Acquirer	Deal Size	Commentary
08-Dec-25*	 CONFLUENT		\$11,000.0	Confluent, a provider of cloud-native data streaming and real-time data infrastructure software, reached a definitive agreement to be acquired by International Business Machines (NYSE: IBM) for \$11 billion to enhance end-to-end hybrid cloud and AI integration capabilities.
01-Dec-25*			N/A	Tackle.io, a provider of software enabling ISVs to transact through cloud marketplaces, reached a definitive agreement to be acquired by AppDirect for an undisclosed amount. The transaction enhances AppDirect's cloud commerce and partner ecosystem management capabilities.
18-Sep-25*			\$1,000.0	DX, a provider of analytics and workflow tools designed to improve developer productivity, was acquired by Atlassian for \$1.0 billion. The acquisition expands Atlassian's developer platform with deeper insights into engineering performance and workflow efficiency.
09-Sep-25			N/A	Facil-IT, a provider of cloud-based facilities management software, was acquired by TMA Systems. The transaction broadens TMA's portfolio with advanced real-time facilities operations and workflow automation capabilities.
02-Sep-25			\$1,100.0	Statsig, a provider of feature management, experimentation, and analytics software, was acquired by OpenAI for \$1.1 billion. The acquisition enhances OpenAI's ability to test, deploy, and optimize AI-driven products at scale through advanced experimentation workflows.
07-Jul-25*			\$3,561.5	WNS, a global provider of digitally enabled business process outsourcing and analytics services, was acquired by Capgemini (NYSE: CAP) for \$3.562 billion. The transaction expands Capgemini's intelligent process automation and data-led operations capabilities across multiple verticals.
26-May-25*	 Informatica		\$8,379.1	Informatica, a provider of data integration, governance, and automation software, was acquired by Salesforce (NYSE: CRM) for \$8.379 billion. The acquisition deepens Salesforce's data management and automation foundation.

Founders' 2025 Technology Team Rewind

*In 2025, our Tech Team furthered our firm's Vision of **becoming the Gold Standard M&A advisory firm to private companies**. We are looking forward to an even better 2026 ahead!*

We Continued Building a Thriving Culture...



...That Produced Exceptional Outcomes for Our Clients...



"I don't believe we could have been successful without the team at Founders. To summarize the partnership, **THEY DELIVERED.**"

Zaree Voskerijian, Founder / CEO of Facil-IT



"The Founders team approached this process with clarity, diligence, and a genuine respect for what we have built at The Vested Group. We are thankful for their partnership..."

Joel Patterson & John Mack, Co-Founders of The Vested Group



13
Deals Closed

\$580M
EV Realized

7
Avg. Months to Close

...And Exceptional Outcomes for Our Team.

Promotions & Milestones Achieved...

- **Swede Umbach:** 2025 Servant Leadership Award
- **Chris Weingartner:** Promotion to Practice Head
- **Billy Pritchard:** Promotion to Managing Director
- **Tucker Helms & Swede Umbach:** Promotion to Senior Associate
- **Hampton Simms:** Promotion to Associate
- **James Childs:** Promotion to Senior Analyst



...And a Few on the Personal Front!



James is Engaged!



Hampton is Married!

Founders Advisors Overview

ENTERPRISE SUPPORT SOFTWARE COVERAGE TEAM



BILLY PRITCHARD
MANAGING DIRECTOR



SWEDE UMBACH
SENIOR 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.

OUR VISION is to become the **Gold Standard** M&A advisory firm to private companies.

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TECHNOLOGY TEAM CONTACTS

Zane Tarence

Firm Partner

ztarence@foundersib.com

Chris Weingartner

Practice Head

cweingartner@foundersib.com

Brad Johnson

Managing Director

bjohnson@foundersib.com

Billy Pritchard

Managing Director

bpritchard@foundersib.com

William Short

Vice President

wshort@foundersib.com

Chris Jenkins

Vice President

cjenkins@foundersib.com

Tucker Helms

Senior Associate

thelms@foundersib.com

Swede Umbach

Senior Associate

sumbach@foundersib.com

Hampton Simms

Associate

hsimms@foundersib.com

James Childs

Senior Analyst

jchilds@foundersib.com

Robert Reed

Analyst

rreed@foundersib.com

Graham Barnett

Analyst

gbarnett@foundersib.com

Rachael Jenkins

Practice Manager

rjenkins@foundersib.com