



Technology Services M&A Report

Q3 2022

Contents

02

CONTENTS &
EXECUTIVE SUMMARY

04

IT SERVICES

07

ENTERPRISE SOFTWARE
& SAAS

10

Q3 2022:
DEAL HIGHLIGHTS

15

CONTRIBUTORS

16

MEET EQUITEQ

17

EQUITEQ SERVICES

18

EQUITEQ HIGHLIGHTS

19

LOCATIONS

Executive Summary

Despite ongoing and pervasive macroeconomic and geopolitical instability, we can count ourselves fortunate that M&A activity in the IT services and enterprise SaaS sectors remains relatively resilient. The white heat of the 2021 post-pandemic bounce back may have faded but considering the wider market challenges at play right now, Q3 market activity is a testament to the value that buyers still attach to IT services and software companies.

However, market uncertainty, especially around lack of revenue visibility, has proven to be a little more challenging for clients in these spaces, despite companies broadly continuing to perform well. So, while valuations and volume may be down in specific segments of the Knowledge Economy, overall activity persists with minor increases: deal volumes grew by 2% quarter-on-quarter and 3% year-on-year for a total of 1,214 completed deals in Q3.

Among buying parties, we've seen a concerted effort by private equity players to invest funds, with a 13% increase in PE activity compared to the previous quarter, making this the busiest quarter for financial investors since Q1 2021. This likely accounts for some of the 30% jump in overall quarterly expenditure, which is up from \$47bn in Q2 to \$68bn in Q3. Clearly, buyers across the board are having to fight

harder to get deals done for profitable digital companies in niches, like healthcare, where such high-quality opportunities are proving harder to find - and come at a cost.

As such, we may see activity slow in the fourth quarter as buyers look to wait out uncertainty and identify clear paths to growth and profitability among targets. With the interests of both strategics and private equity becoming more vertically aligned, those assets of most interest are still likely to secure decent levels of valuation thanks to being small enough and niche enough that their revenues are protected. In short, the flight to quality will persist among buyers of both IT services and enterprise SaaS firms.

We cannot forget the specter of recession either, continually pushed out but still looming on the horizon. For many buyers, now ought to be a time of self-reflection and strategic realignment for the coming months, and I hope this report proves useful in doing so.

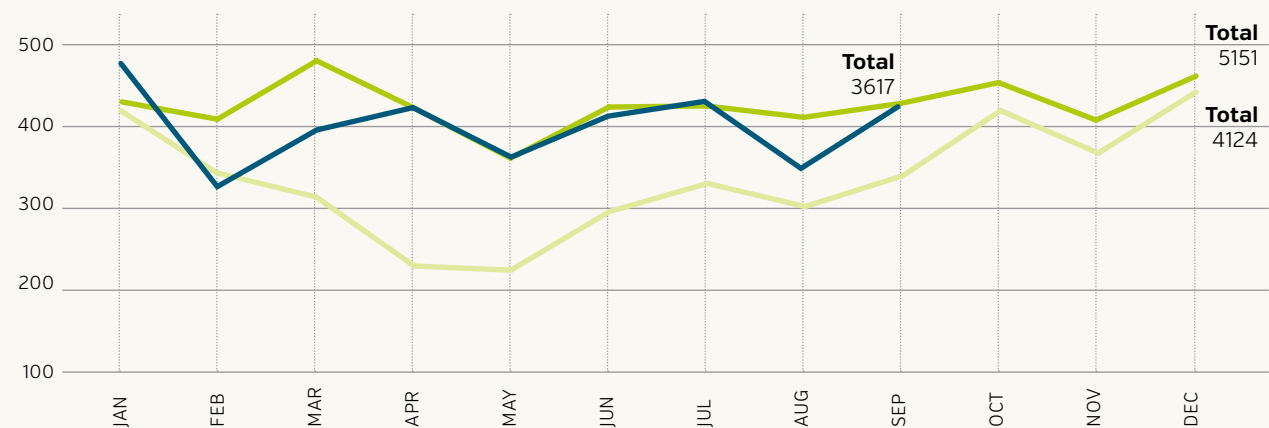
In this report, we take a closer look at M&A activity in the third quarter across key verticals within the Knowledge Economy and offer insights into the drivers of this performance. To find out more, please feel free to contact our team, whose details are contained within this report. [🔗](#)

2%

more deals completed in Q3 2022
than in Q2 2022

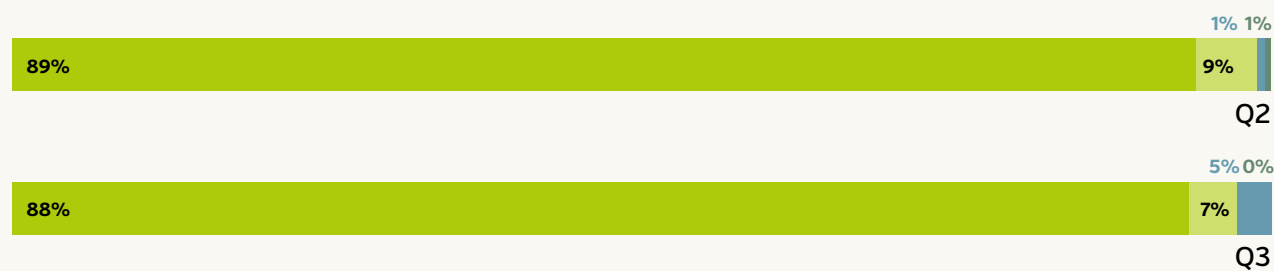
YEAR-ON-YEAR MONTHLY KNOWLEDGE ECONOMY DEAL COUNT

2020 2021 2022



2022 TRANSACTION VALUES BY SIZE

<\$300m \$300m - \$2bn \$2bn - \$10bn >\$10bn



Q3 YEAR-ON-YEAR DEAL COUNT BY BUYER TYPE

Financial Strategic Mixed



IT Services

Q3 M&A activity

Q3 MARKET ACTIVITY

M&A activity in the IT Services sector remains robust despite challenging headwinds. Quarterly deal volumes were up from Q2, growing 11% from 314 to 347 completed deals, which equates to an impressive year-on-year increase of 26%.

"We're seeing continued strong demand in Q3 for IT service firms and that will continue into Q4," says Greg Fincke, Managing Director at Equiteq in Boston, USA. "Activity has been remarkably resilient despite macroeconomic turbulence."

However, despite increasing activity, deal valuations are well down on last quarter, falling by 22% from \$7.6bn in Q2 to a cumulative outlay of \$6bn in Q3. This is significantly down year-on-year too, with valuations falling 57% from the \$14bn spent in Q3 2021.

Overall, it seems that strategic weariness is the prevailing mood among many buyers, for whom debt is proving tougher to secure amid ongoing macroeconomic uncertainty.

"Financing providers are unsure how to price their solutions and the knock-on effect is that private equity are struggling to actually value businesses," says Jerome Glynn-Smith, Managing Director at Equiteq in London, UK.

"It's proving a big challenge as investment committees are harder to get through and deals are more challenging to complete."

INTELLIGENT SOLUTIONS DRIVING BUYER ACTIVITY

The long-term digital transformation trend continues to drive forward much of the M&A activity in the IT services space with data analytics platforms in particular still generating strong interest. To this end, Equiteq supported Allata, a premier custom application development and data analytics consultancy, on its September investment from CIVC Partners, a leading middle market private equity firm.

"Buyers remain interested in everything around digital transformation," notes Fincke. "But especially so around areas such as data and analytics, custom application development, and cloud consulting. These are all themes that have been developing for the last 18 to 24 months and continue to grow stronger."

Automation is another area that continues to pick up speed among both strategic buyers and private equity investors. As artificial intelligence and machine learning become more prevalent, those firms that can harness these innovative technologies to accelerate automation, especially around the UiPath ecosystem, will prove increasingly attractive.



Quarterly deal volumes were up from Q2, growing 11% from 314 to 347 completed deals, which equates to an impressive year-on-year increase of 26%.

NOTABLE DEALS



acquired by



NOTABLE DEALS

KEYSTONE
CAPITAL

gcp growth capital partners

backs

backs

NOVATIO

Robiquity

CLEARWATER
HEALTHCARE CYBER RISK MANAGEMENT

Pfizer

acquires

acquires

TECH LOCK
A Clearwater Company

ResApp
HEALTH

We can see this attractiveness manifesting among private equity buyers in particular, with Keystone Capital Management investing in the automation consulting leader Novatio Solutions, and the UK-based Growth Capital Partners (GCP) investing in the Intelligent Automation services provider, Robiquity Group Limited.

Beyond automation, Cloud services also remain front of mind for buyers, with Accenture's acquisition of the Cloud advisory firm, Sentia's businesses in the Netherlands, Belgium and Bulgaria. The move adds a further 300 cloud specialists to Accenture Cloud First, enhancing its capabilities to provide end-to-end infrastructure services across public and private clouds.

VERTICAL LIMITS

We are increasingly seeing that the IT services firms experiencing the most acute buyer interests are those that aren't exposed to consumer-related verticals, which continue to be hit hard by inflation and macroeconomic instability.

"Consumer verticals in the IT services space are under pressure right now. Inflation is rising and margins are getting tighter," says Glynn-Smith. "However, IT services firms that are exposed to verticals such as healthcare and the public sector are proving to be far more robust in the eyes of buyers."

Tailwinds are strong in these verticals as firms look to acquire key digital capabilities, such as digital care, cloud-based platforms, and cybersecurity skills. Deals such as Clearwater's acquisition of TECH LOCK underline this trend, with the acquisition enabling

Clearwater to provide 24/7 managed detection and response (MDR) services and enhance its cybersecurity and Health Insurance Portability and Accountability Act (HIPAA) compliant offerings in the healthcare sector.

In a similar vein is the acquisition of the ASX-listed digital health startup ResApp by the biopharma giant, Pfizer, for around \$116m. ResApp is a mobile app that analyzes cough sounds and diagnoses respiratory diseases. Pfizer's reported goal is to integrate these capabilities with telehealth platforms, emergency departments, and primary care settings.

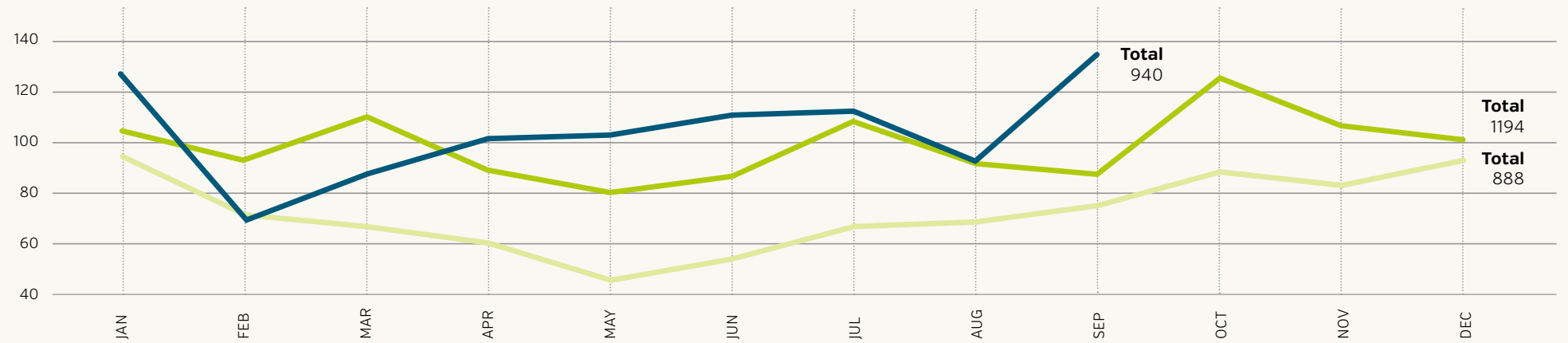
MID-MARKET COMPLEXITY

Despite a historical tendency to outsource IT, digital transformation and necessary tech-stack consolidation is driving a demand for tailored IT solutions among mid-market firms as they seek greater operational and process efficiencies. In turn, we are seeing buyers turn their attention to IT services companies capable of providing these more complex solutions.

"Previously, there's been a less strong need among mid-market businesses for the level of complex IT consulting solutions that multinational corporations purchase, with the mid-market focused more on outsourcing and managed services" says Glynn-Smith. "However, new-age providers of solutions are tuning into the fact that the mid-market requires greater usability and interaction between multiple IT systems. Technology services buyers and investors are growing interested in firms capable of manipulating multi-vendor technologies into best implementation, usage and practice." 

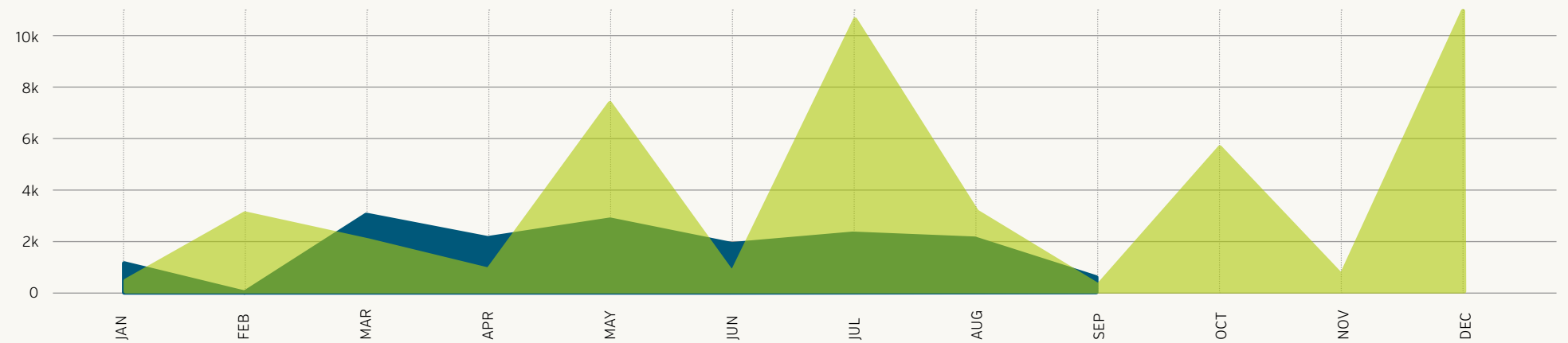
YEAR-ON-YEAR MONTHLY TECHNOLOGY SERVICES DEAL COUNT

2020 2021 2022



MONTHLY TECHNOLOGY SERVICES DEAL VALUE (US \$, MILLIONS)

2021 2022



Enterprise Software & SaaS

Q3 M&A activity

Q3 ACTIVITY OVERVIEW

The enterprise SaaS sector saw a moderate recovery from the reduced M&A activity of Q2, restoring a degree of normalcy amid ongoing macroeconomic uncertainty. However, while deal volumes were up by 15% quarter-on-quarter, they are still down on Q3 2021 - albeit only slightly - with 264 deals completed this year compared to 284 last year.

More significant, however, is the jump in spend in a little over three months, as deal valuations jumped an impressive 94% quarter-on-quarter, up from \$18bn in Q2 to more than \$35bn in Q3. Nevertheless, this level of spend is not as high as it was a little over twelve months ago, when buyers invested more than \$55bn in the third quarter of 2021.

"We are seeing the investment committees of large strategic acquirers growing more cautious when it comes to putting cash on the table because they want to preserve some for a rainy day," says Arun Nayak, Director of Technology M&A at Equiteq in APAC. "Deals have to make good strategic sense for them to pull the trigger, and size will be a key consideration."

A standout deal of note is the \$664mn strategic acquisition of ChannelAdvisor, a provider of cloud-based e-commerce solutions for retailers, by CommerceHub, a leading commerce network. The joining of the two rival ecommerce platforms should equip CommerceHub with both front-end and back-end capabilities, creating a one-stop shop for retailers and brands looking to access digital channels.

Private equity, too, continues to exercise caution despite still sitting on record levels of dry powder. It may be a few months yet though until we see their participation truly begin to ramp up again.

"Private equity funds know that money needs to be put to work," says Nayak. "But for the next two quarters, they will want to see how things play out. Once things become clearer, then they will maybe start deploying again."



Deal valuations jumped an impressive 94% quarter-on-quarter, up from \$18bn in Q2 to more than \$35bn in Q3.

NOTABLE DEALS



PATH TO PROFITABILITY

The enterprise software space continues to see an ongoing compression of multiples as rising interest rates spook investors. With potentially expensive refinancing options on the horizon in coming quarters, buyers remain cautious in the opportunities they elect to pursue.

"It's become increasingly clear throughout the year that companies without profitability - or a clear path to profitability - will be severely punished by the market," says Nayak. "These businesses may need to adopt drastic measures to cut costs, preserve cash, and define a clear part to profitability if they want to attract a buyer."

Premium valuations can still be achieved, however, by companies with profitable growth and impressive retention metrics, especially if they service 'must-have' mission-critical software niches such as healthcare or education.

One such deal that bucks the compression trend is the \$1bn acquisition of MEDIFOX DAN, a leading German provider of software solutions for essential home health, nursing home, and outpatient therapy providers, by ResMed in June. The deal is ResMed's largest SaaS acquisition to date and marks the California-based medical equipment company's first expansion of business outside of the U.S.

VERTICAL MANDATE

The enterprise software sector's long-term verticalization trend continues to be realized as buyers look to capitalize on the need for bespoke software solutions.

"Vertical-specific SaaS players are of real interest to buyers because they are agile and better able to take corrective action when conditions change," says Nayak. "And because they address specific day-to-day pain points there's a clear and present need for their solutions."

Government regulations are a key driver here, creating areas of vertical interest around themes such as authentication and sustainability - both now an imperative at nearly all large corporates. Companies that can offer vertical-specific SaaS solutions to these key business needs and beyond will continue to see strong demand and growth.

One big deal of note in Q3 was the announced acquisition of Ping Identity by Thoma Bravo, a take-private for US\$ 2.8bn. Ping Identity is a provider of SaaS solutions focused on authentication and identity / access management, acquired to enhance Thoma Bravo's ability to deliver easy and secure digital experiences for consumers.

"These kinds of acquisitions are only likely to become more common because the need is mandated by central banks or government authorities," says Nayak. "Enterprises will be left with no choice but to adopt them, which means investing in them ahead of the curve before regulations come into force."

NON-CORE SOFTWARE ASSET DIVESTMENT

A further trend taking shape in the enterprise SaaS space is offloading of non-core software assets that have been acquired by larger conglomerates in recent years.

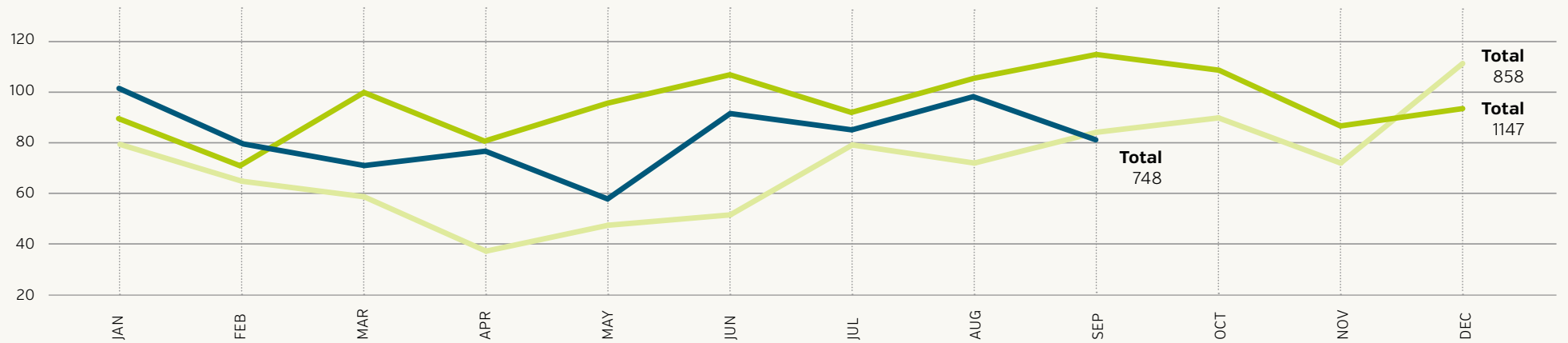
"Many would've acquired these non-core software assets without thinking too hard about the long-term strategic vision," says Nayak. "But now firms are beginning to realize that it's a drain on their cash. They don't know what to do with these assets, so they're looking to divest."

As such, we are seeing a rise in these kinds of divestments coming to market. This will help smooth the passage of these non-core assets ending up in the hands of new acquirers, but likely at much more realistic and cheaper valuations.

Singtel's strategic reset is one such program aimed at freeing up capital for investment into higher growth areas through the recycling of recent acquisitions. The Singapore-based telecoms giant announced in July that it was planning to divest its loss-making, US digital media and advertising subsidiary, Amobee, to the San Francisco-based AdTech firm, Tremor International, for US\$239mn - an \$80mn drop in price compared to the US\$321mn that Singtel paid for Amobee in 2012. ●

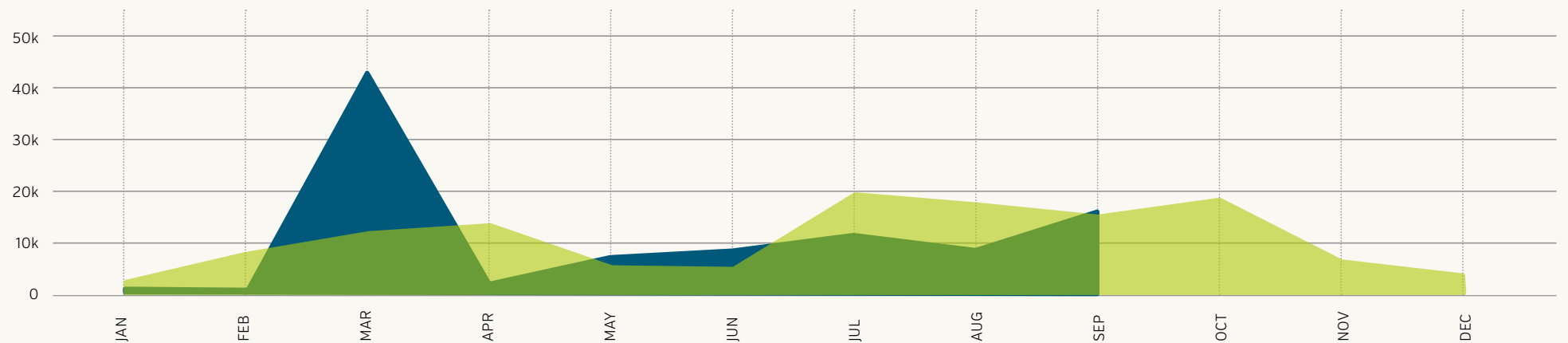
YEAR-ON-YEAR MONTHLY ENTERPRISE SOFTWARE & SAAS DEAL COUNT

2020 2021 2022



MONTHLY ENTERPRISE SOFTWARE & SAAS DEAL VALUE (US \$, MILLIONS)

2021 2022



Q3 2022: Deal highlights

Keystone Capital backs
Novatio Solutions

KEYSTONE
CAPITAL

NOVATIO

- Equiteq advised Novatio Solutions, a 100-person hyper-automation consultancy based in the US, on its investment led by Keystone Capital Management.
- Novatio Solutions works primarily in partnership with UiPath and Automation Anywhere and is a furtherance of Keystone's investment success in the tech-enabled services sector.

Accenture acquires
Solvera Solutions

accenture

SOLVERA

- Equiteq advised Solvera Solutions, a Canadian 450-person digital transformation consultancy, on its sale to Accenture.
- Accenture's acquisition of Solvera Solutions is the catalyst to expand its offerings and capabilities across ServiceNow, Microsoft, and SAP, and growth across Western Canada.

Node4 acquires
risual

NODE4
Empowering business to do more

risual

- Equiteq advised risual, a 170-person elite Microsoft Partner based in the UK, on its sale to Managed Services Provider, Node4, backed by Providence Equity Partners.
- Node4's acquisition of risual brings together knowledge, skills, and ability to deliver a comprehensive portfolio of Microsoft services.

CIVC backs
Allata


CIVC
PARTNERS

ALLATA

- Equiteq advised Allata, a premier custom application development and data analytics consultancy based in Dallas, Texas, on an investment from private equity firm CIVC Partners.
- Allata specializes in strategy, architecture, design and enterprise-level custom software development.

Q3 2022: Deal highlights

Growth Capital Partners backs Robiquity

 growth capital partners

 Robiquity™

- UK private equity firm Growth Capital Partners (GCP) has invested in Robiquity Group Limited, a UK 100-person specialist in Intelligent Automation.
- Founded in 2016, Robiquity also has operations across North America and the Middle East.
- GCP's investment will support Robiquity's ambitious plans to become a clear independent leader in the automation space, with plans to create 100 new technology jobs in the UK and support international growth.

Accenture acquires Sentia



 SENTIA

- Accenture has acquired Sentia's businesses in the Netherlands, Belgium and Bulgaria, providing cloud advisory and delivery services spanning hybrid and multi-cloud strategy, cloud transformation and migration.
- More than 300 cloud specialists are added to Accenture Cloud First, bolstering Accenture's capabilities to provide end-to-end cloud infrastructure services to global clients.

Clearwater Compliance acquires TECH LOCK

 CLEARWATER
HEALTHCARE CYBER RISK MANAGEMENT

 TECH LOCK
A Clearwater Company

- US-based Clearwater Compliance, a leading cyber risk management and HIPAA compliance solutions firm, has acquired TECH LOCK, a 20-person provider of security management, threat detection, incident response, and compliance services.
- The acquisition enables Clearwater to provide the healthcare sector 24/7 managed detection and response services and enhanced cybersecurity and HIPAA compliance.
- The partnership strengthens Clearwater's position as healthcare's leading cybersecurity and compliance solutions provider with additional managed services and compliance services.

Pfizer acquires ResApp



 ResApp
HEALTH

- Biopharmaceutical giant Pfizer has acquired Brisbane-based ASX-listed digital health startup ResApp for A\$179 million [\$116 million].
- Designed at the University of Queensland, ResApp has developed smartphone application technology that can accurately identify respiratory diseases, including COVID-19, based on cough analysis.

Q3 2022: Deal highlights

Accenture acquires
MacGregor Partners

accenture



- Accenture has acquired 100-person supply chain consultancy and technology provider MacGregor Partners.
- Headquartered in North Carolina, USA, MacGregor Partners specializes in intelligent logistics and warehouse management.
- MacGregor Partners will join Accenture's Intelligent Platform Services group, expanding Accenture's supply chain network and fulfillment transformation capabilities powered by Blue Yonder technology.

Infosys acquires
BASE Life Science

Infosys



- Infosys, the global IT services company, has acquired 200-person life sciences consultancy Base Life Science, headquartered in Copenhagen, Denmark.
- Founded in 2007, Base Life Science's consultants specialize in management consulting offerings and technology services, most known for applying data science for achieving better health outcomes and collaborating with leading software technology providers Veeva, IQVIA and Salesforce.
- The acquisition deepens Infosys' life sciences expertise and expands its reach across Europe, scaling its digital transformation capabilities with cloud-based solutions.

Capgemini acquires
Aodigy Asia Pacific

Capgemini



- Capgemini acquires Singaporean-based Aodigy Asia Pacific, a 40-person digital transformation consultancy specializing on the Salesforce platform.
- Founded in 2017, Aodigy offers a full suite of Salesforce ecosystem customer engagement solutions, including sales optimization, customer interaction, cloud migration and business process automation. They also have an office in Vietnam.
- This is Capgemini's fifth acquisition in Asia Pacific over the past 24 months in its continued ambitions to extend digital transformation capabilities in the region.

Mastek acquires
MST Solutions

Mastek



- Mastek, a publicly traded digital engineering and cloud transformation partner has acquired, US-based, MST Solutions, a 400-person Salesforce consulting and system integration partner.
- Founded in 2012, MST Solution serves Fortune 1000 and large enterprise companies in Healthcare, Public Sector and Manufacturing Industry verticals.
- The acquisition of MST Solutions allows Mastek to strengthen its customer experience service line.

Q3 2022: Deal highlights

GyanSys acquires SouthEnd Group Corporation



- Systems integrator Gyansys has acquired SouthEnd Group Corporation, a 100-person SAP Gold Partner headquartered in US, with operations and delivery centers in Argentina and Brazil.
- Founded in 2006, SouthEnd Group Corporation specializes in SAP Ariba consulting and application support services supporting clients across Brazil, Argentina, Chile, Peru, Guatemala, and Dominican Republic.
- The acquisition deepens GyanSys' portfolio of sourcing and procurement advisory services and go-to-market partnership with SAP.

ASGN Incorporated acquires GlideFast



- ASGN Incorporated, a leading provider of IT services and solutions, has acquired GlideFast Consulting, an elite ServiceNow Partner and IT consultancy, for \$350 million.
- The acquisition is consistent with ASGN's three-year strategic growth plan, to acquire in-demand commercial consulting companies whose growth and revenue synergies will bring ASGN closer to its goal of \$6 billion in revenues by 2024.
- The deal marks the eighth acquisition ASGN has made in the IT consulting ecosystem since 2020 as the company looks to strengthen its positioning in the enterprise business transformation market.

ATSG acquires Vology



- ATSG, a portfolio company of RunTide Capital, has acquired Vology, a 170-person provider of managed IT, cloud and security services based in Florida, USA.
- The acquisition looks to strengthen ATSG's advanced security, cloud, and managed services and accelerate the company's expansion throughout the Southeast.
- The acquisition follows ATSG's acquisition of Optanix last year and marks another milestone in ATSG's strategic growth plan to be the leading tech-enabled managed service provider.

NTT Data acquires Natuvion



- NTT Data, the global digital business and IT services leader, has acquired a majority stake in Natuvion Group, a global 250-person SAP data transformation firm.
- Natuvion boasts extensive know-how in data migration, transformation and integration as well as data quality enhancement, data retirement and data protection.
- The two companies have collaborated on SAP S/4HANA projects since 2020 and the acquisition strengthens the company's market position as a leader in cloud migration globally.

Q3 2022: Deal highlights

CommerceHub acquires ChannelAdvisor



- CommerceHub, a commerce network has acquired outstanding shares of ChannelAdvisor, a provider of cloud-based e-commerce solutions, for \$644 million. ChannelAdvisor will receive \$23.10 per share in cash.
- The combination of CommerceHub and ChannelAdvisor expands front-end and back-end capabilities, creating a single vendor platform for brands and retailers looking to access digital channels.

ResMed acquires MEDIFOX DAN



- ResMed, a San Diego, California-based medical device company, has acquired the privately held German out-of-hospital software solutions MEDIFOX DAN, from Hg, for an approximate purchase price of \$1 billion.
- MEDIFOX DAN will integrate into ResMed's out-of-hospital SaaS business segment, expanding its SaaS business footprint inside and outside the U.S. and speeding up digital transformation of healthcare in Germany.

Thoma Bravo acquires Ping Identity



- Thoma Bravo, the leading software investment PE firm, has acquired Ping Identity, the enterprise identity management firm, for approximately \$2.8 billion.
- The acquisition highlights the critical importance of frictionless identity security and user experiences as the sector continues to meet expectations of a digital-first economy.
- This is Thoma Bravo's second acquisition in 2022. In October 2022, they announced their third transaction with the acquisition of ForgeRock for \$2.3 billion.

Google completes acquisition of Mandiant



- Google has completed its acquisition of Mandiant, a leader in dynamic cyber defense, threat intelligence and incident responsive services, paying \$5.4 billion. Mandiant joins Google Cloud and retains the Mandiant brand.
- Mandiant is known for delivering unparalleled frontline expertise and industry-leading threat intelligence and is a first responder to the world's largest cybersecurity incidents.
- The partnership will enable Google Cloud and Mandiant to deliver an end-to-end security operations suite with greater capabilities to support customers on their cloud and on-premise environments.

Contributors



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Greg is a Managing Director at Equiteq for North America. Greg works with owners to understand their goals for both themselves and their firms. He then brings together the necessary resources to deliver solutions to meet their objectives. Greg draws on his diverse business background to help owners think through what they want to achieve and when.

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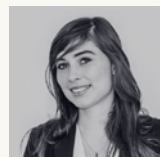
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Arun is a Director in Equiteq's APAC team and has over a decade of experience advising growth companies in the technology consulting / services and enterprise software domains across India, United States and South East Asia.

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ALEX MONCK

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As a Managing Director, Alex leads and supports clients through the entire sales process, advising shareholders on how best to achieve their exit objectives. Alex has successfully completed a wide range of transactions across a variety of sectors and geographies.

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Luca is a Vice President with Equiteq. Based out of New York, Luca leverages his experience working exclusively in the business services sector for global buyer coverage, buy-side origination and market intelligence.

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Meet Equiteq

We are the leading global investment bank for the Knowledge Economy

Equiteq is the leading specialist in Knowledge Economy investment thanks to our first-hand insight and research, our close relationship with the key acquirers in the sector, and through the deals we complete.

Who are we?


Equiteq is a fast-growing, global M&A specialist. We sell the world's smartest knowledge-based and technology firms. Being close to active buyers and investors helps us to understand their acquisition needs and this informs how we can add value to founders and shareholders who want to sell their businesses.

Why Equiteq?

We are the recognized specialist advisor in the Knowledge Economy where intellectual property has historically been delivered through people in consulting firms, but more and more is delivered in combination with technology.

Our benchmarking studies – produced for the last 15 years – have become the industry standard and are supported with detailed insight reports on a range of disciplines within our sector.

Our aim

It's simple - our goal is to bring you to the smartest deal. 

Equiteq Services

Our clients sit at the heart of every transaction we advise upon, whether helping you to dramatically increase your return on M&A or by helping you to achieve the best possible valuation.

Our services in the Knowledge Economy cover four key areas:

Sell Advisory

Equiteq supports owners of innovative knowledge-based and technology firms seeking to realize equity value. We advise on all aspects of M&A, from helping ambitious owners find capital to inject into their business to accelerate growth, through to a full company sale. We use our unparalleled understanding, experience, and access to find you the right buyer or investor, at the best price and terms.


Buy Advisory

Equiteq supports strategic acquirers and financial sponsors seeking to dramatically increase their returns on M&A in knowledge-based and technology services businesses. After 15 years exclusively advising owners of firms towards exit, we have the assets, systems and experience to help you enhance and execute your M&A strategy, with better value, choice and confidence.

Corporate Divestitures

We work with corporations to meet their divestiture objectives, including disposal of non-core or underperforming assets that either have synergistic potential within other businesses or could form part of a Private Equity portfolio investment. After 15 years exclusively advising owners of firms in the sector towards exit, Equiteq has the people, processes, sector insight and market access to deliver your transaction at the right price and with preferred deal terms.

Strategic Deal Origination

We work with Strategic Acquirers and Financial Sponsors to develop detailed, insight-driven plans for investment into new markets. By leveraging our sector insight and purpose-built methodology, we can rapidly convert an attractive investment thesis 'on paper' into an actionable plan to realize the opportunity, helping you to exploit key innovation trends through a less crowded, lower risk route. 

Equiteq Highlights

Our global teams remain active throughout the year, advising on deals, as well as sharing their expertise in market-leading reports and events.

Here are our highlights. Click the links below each topic to find out more.

Insights

Consulting Services M&A Report Q3 2022

This industry report is a compilation of quarterly insights from key Knowledge Economy sectors including Management Consulting, Engineering Consulting and HCM sectors, created to help you make well-informed, critical decisions about the future of your business.

[Download the report](#)

ServiceNow Partner Ecosystem M&A Report 2022

ServiceNow's successful positioning and expansion across the enterprise creates exciting opportunities for its partner ecosystem. Download the M&A report to gain insight into market trends and dynamics driving M&A in the sector, the drivers for valuation and multiples, and a view of the buyers making ServiceNow a priority in their inorganic growth agendas.

[Download the report](#)

The Eight Levers of Equity Value

In this deep dive article, you'll discover the equity levers that underpin our Equity Growth Wheel and how you can use them to enhance your attractiveness to potential buyers.

[Read the article](#)

Events

Webinar: Maximize your Consultancy's exit value and prospects

Join the webinar on Tuesday 15 November at 3pm GMT. Hear from Equiteq's Managing Director, Jerome Glynn-Smith and Alex Thomson, Partner at Growth Capital Partners. Hosted by CMap.

[Register to watch](#)

AWS re:Invent 2022

The Equiteq team will be attending re:Invent 2022 on 28 November to 1 December in Las Vegas. If you'd like to talk what we're seeing in the market, get in touch to connect at the event: info@equiteq.com

Recent Equiteq Deals

Equiteq advises Bedford Consulting on an investment from Keensight Capital [May 2022]

[Find out more](#)

Equiteq advises Pexlify on its sale to Dentsu Group, joining Merkle [June 2022]

[Find out more](#)

Equiteq advises Scanomi on its sale to VISEO [June 2022]

[Find out more](#)

Equiteq advises risual on its sale to Node4 [July 2022]

[Find out more](#)

Equiteq advises Solvera Solutions on its sale to Accenture [August 2022]

[Find out more](#)

Equiteq advises Novatio Solution on an investment from Keystone Capital Management [August 2022]

[Find out more](#)

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