ALCON PARTNERS

Seeking Application Development Companies for Acquisition

Overview

An established and rapidly growing IT solution provider with over $500 million in sales seeks to enhance its growth through strategic acquisitions.

The company's goal is to complete one or more acquisition that grow their application management and custom development capabilities.

The company differentiates itself through its strong management, contract capture, and sales capabilities, especially in highly bureaucratic Federal and state government procurement environments. They are an ideal acquirer for a smaller IT business owner seeking to exit while ensuring promising growth prospects for the business.

Acquisition Criteria

- Companies that provide custom application (software) development services or related services including:
    o Outsourced application management
    o Sales of custom developed software or modules
    o Independent Validation and Verification (IV&V)
- Markets of highest interest include Federal government, State government (especially TX, CA, NY), Healthcare, Education, and Financial Services.
- CMMI certification is helpful but not required.
- Revenue > $5 million
- Targets need not be profitable, but must have the potential to generate > $2M EBITDA

Deal Structure

100% acquisition preferred. Current owner may continue with the business or leave after a transition period, at owner's discretion.

Geography

United States or Canada.

Contact

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