

ALCON PARTNERS

Strategic Acquirer of IT Product and Service Companies

Overview

A large, highly regarded IT solution provider seeks to enhance its growth through strategic acquisitions.

The company has a strong sales organization and back office support infrastructure and close business relationships with its clients and business partners. The company has completed 3 successful add-on acquisitions and seeks to acquire other companies that add both scope and scale to their business. They offer an acquired company a strong corporate culture and an opportunity to grow using the resources of a larger company.

Acquisition Criteria

- Markets of highest interest include
 - Public Sector: Federal Government, State Government, Higher Ed
 - Private Sector: Healthcare, Education, and Financial Services.
- Business Types:
 - Solution Providers
 - Managed Services esp. Managed Security (SOC)
 - Cloud migration or other cloud services
 - IT Consulting including Systems Integration & Application Development
- Staff augmentation or staffing companies are not of interest.

Specific financial criteria are as follows:

- Revenue: \$10 - \$200 million
- EBITDA: \$2 - \$20 million

Deal Structure

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

Contact

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