

ALCON PARTNERS

Technology Enabled Business Services

Overview

An established and well-respected private equity firm, with a strong record of investing in technology and service based businesses, is seeking to acquire a company that provides business services by making use of a proprietary technology platform. The target company will be a new “platform” investment for the firm, with a strategy to grow both organically and through subsequent “add-on” acquisitions.

Acquisition Criteria

The firm is specifically seeking a company that uses in-house proprietary technology (potentially including proprietary models and/or data) to deliver business services to its clients, rather than companies that sell their technology directly.

Areas of specific interest include Software as a Service (“SaaS”) based businesses, companies that provide outsourced services, including Business Process Outsourcing (“BPO”), data services that rely on proprietary data, and analysis/analytics utilizing proprietary models or data.

Specific financial criteria are as follows:

- Revenue: \$10 - \$100 million
- EBITDA: \$2 - \$20 million

Deal Structure

The firm would prefer to acquire a majority ownership position in the target company, but will also consider a minority growth equity investment in some circumstances.

Geography

Continental United States or Canada.

Contact

Frank Leibly
802-457-3512
frank@alconpartners.com