SOFTWARE DEVELOPMENT COMPANIES

Overview

A well-funded private equity firm has retained Alcon Partners to help them identify full-cycle software development companies for investment or acquisition.

Companies of interest provide software development outsourcing for customers' critical applications. They are capable of designing, developing, and producing prepackaged software, especially SaaS products, and provide full product lifecycle management.

Solutions can be delivered by teams on-shore, near-shore, or off-shore, or any combination thereof.

Our client intends to provide liquidity to founders and accelerate the company's growth through investment of capital and acquisitions of additional companies.

The seller may choose to continue to work at the company or exit and may also choose to retain equity in the company.

Investment Criteria

Specific criteria for investment are as follows:

- Customer Profile
  - Companies that provide full cycle software development solutions, specifically:
    - Fully outsourced services
    - Ability to design, develop, and manage large, transformative software projects
    - Ability to deploy as SaaS
    - Product lifecycle management
    - Solution delivery services
  - Companies should be headquartered in North America, but may have teams of developers:
    - US/Canda
    - Near-shore (LatAm and Caribbean)
    - Off-shore
      - Eastern Europe
      - India/Central Asia
- Size
  - Greater than $20M in revenue

Transaction Structure

- Buyout or majority recapitalization

- Material ongoing economic participation by existing owners or management, if desired

Contact

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