

ERP CONSULTING AND IMPLEMENTATION

Overview

A well-funded private equity firm has retained Alcon Partners to help them identify middle market ERP consulting and implementation companies for acquisition or investment.

Of specific interest are companies that are leading partners for ERP system providers such as Sage, Acumatica, QuickBooks, MS Dynamics 365 and NetSuite.

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:

- Services
 - Implementation of ERP systems including Sage, Acumatica, or NetSuite
 - Implementation of QuickBooks as an ERP system is also of interest
 - Focus on small and medium sized business, or smaller enterprise clients
 - 40-100 seats sweet spot
 - Industry agnostic, but prefer private sector focus
 - Limited or no public sector customers preferred
- Geography
 - Companies should be headquartered in North America
- Size
 - Greater than \$3M in adjusted EBITDA

Transaction Structure

- Buyout or majority recapitalization
- Material ongoing participation by existing owners or management

Contact

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