

VALUE-ADDED-RESELLERS FOR INDUSTRIAL NETWORKING, IOT, AND PRIVATE LTE NETWORKS

Overview

A well-funded private equity firm has retained Alcon Partners to help them identify distributors and value-added resellers (VARs) for wired and wireless industrial networking applications, including industrial ethernet, Machine-to-Machine (M2M) and IoT.

The firm has acquired one of the country's leading industrial networking VARs and seeks to acquire other companies that provide best in class products, support and services for critical wired and wireless machine networking applications in rugged environments.

Our client intends to provide liquidity to founders and accelerate the company's growth through integration with their current holding.

The seller may choose to continue to work at the company or exit and may also choose to roll equity into the combined company.

Investment Criteria

Specific criteria for investment are as follows:

- Capabilities
 - Networking VARs/distributors that focus on industrial, M2M, and IoT applications
 - Operational Technology: industrial ethernet including devices and cabling
 - Wireless: wireless networking and IoT devices
 - Private LTE: design and installation of private LTE cell networks
 - Relationships with the leading vendors for industrial networking equipment
 - Strong emphasis on sales, engineering design, and project oversight
 - Cabling and installation services are of less interest
- Geography
 - Companies should be headquartered in the United States or Canada
- Size
 - Greater than \$5M in revenue

Transaction Structure

- Acquisition
- Potential for existing owners or management to reinvest a portion of proceeds into equity in combined business

Contact

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