

## MANAGED DATABASE SERVICES

### Overview

A highly regarded Chicago-based private equity firm has retained Alcon Partners to help them identify companies that provide remote database administration (DBA) services for potential acquisition. The firm currently has one such company in its portfolio and seeks to build a large, dominant player in the industry through additional acquisitions.

Target companies may provide DBA services for either on-prem or cloud-based databases. Top priorities are Oracle and Microsoft databases, but all others, commercial and open source, are acceptable. Ancillary services around system implementation or data analytics are also of interest.

The seller(s) may choose to continue to work at the company or exit and may also choose to retain equity in the company or sell all equity for cash.

### Investment Criteria

Specific criteria for investment are as follows:

- Areas of interest
  - Outsourced/remote DBA services
  - Other database related managed services
  - Oracle or Microsoft preferable
    - Open source db also acceptable
    - Relational or non-relational
  - Databases may be on-prem or in the cloud
  - Mid-enterprise client base is preferable, but SMB or enterprise are also acceptable
- Ownership
  - Founder, family, or employee-owned
  - Corporate divestitures
  - PE or VC backed
- Geography
  - North America headquarters
  - Delivery can be on-shore, near-shore, or off-shore
- Size
  - EBITDA greater than \$1M

### Transaction Structure

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

### Contact

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