

ORACLE CONSULTING SERVICES

Overview

A highly regarded Chicago-based private equity firm has retained Alcon Partners to help them identify companies that provide Oracle consulting services for acquisition. Services can be specifically database focused or focused on Oracle enterprise applications. The firm currently has one such company in its portfolio and seeks to build a large, dominant player in the industry through additional acquisitions.

The seller 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
 - Oracle database consulting
 - Oracle based ERP consulting and implementation
 - Databases on prem or in the cloud
 - Mid-enterprise client base is preferable, but SMB or enterprise are acceptable as well
 - Consulting or services around data analytics and DBA services are also of interest
- 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

Andrew Heitner, andrew@alconpartners.com, 305-720-2144