

## **IT Cybersecurity /IAM Firms**

### **Overview**

A highly regarded Chicago-based private equity firm is seeking to invest in or acquire a cybersecurity services company.

Focus is primarily on companies that offer consulting or managed services, with an emphasis on Identity and Access Management (IAM) and related services.

The firm recently completed a buy-out of a large IAM focused business, and plan 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
  - Identity and Access Management
  - Privileged Access Management
  - Governance, risk, and compliance
  - Security consulting
  - Managed security services (MSSP)
  - Information assurance
- Ownership
  - Founder, family, or employee owned
  - Corporate divestitures
  - Private equity backed or VC sponsored
- Geography
  - North America
- Size
  - Revenue over \$5m

### **Transaction Structure**

- Buyout or majority recapitalization, providing a partial liquidity event for existing ownership and/or to meet other current or future capital needs of the business
- Material ongoing economic participation by existing owners or management, if desired

### **Contact**

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