

LEADING IT SERVICES FIRM SEEKS ACQUISITIONS IN IT STAFFING AND CLOUD SERVICES BUSINESSES

Our client (the “Company”) is an \$80MM privately held technology service and software development company that helps its clients accelerate growth through a focus on performance, reliability, security, flexibility, and cost-efficiency. Their customer service - through a “clients-first” model - is unsurpassed in the industry. Services include direct staffing, data security, project management, software development and cloud and infrastructure support.

The Company has been a leader in business growth solutions for nearly 20 years – servicing over 500 companies and filling over 5.6 thousand positions in a wide variety of industries to companies around the world.

BENEFITS OF COMPLETING A TRANSACTION WITH THE COMPANY

Knowledgeable, experienced management team

Smooth transition for ownership, clients, employees, and talent

Well organized process with rapid feedback

Ability to fund & finance transactions

Investment Bankers
Specialized in IT Services

Confidentiality

TARGET CHARACTERISTICS

Closely held or sponsor-backed companies

Regional or National

Segment Agnostic

Enterprise value: \$2-40MM

ACQUISITION CRITERIA

- Companies Headquartered in U.S.
- Customer Service Focused
- Revenues:
 - Cloud Services \$1 Million to \$5M
 - IT Staffing - \$5 Million to \$30 Million
- Gross Profits:
 - Cloud Services - greater than 30%
 - IT Staffing – greater than 15%

Yes:

Flat or Growing Revenues
Long term contracted clients
Some customer concentration

No:

Distressed
Non-skilled or Seasonal labor
Financial/Accounting

PROCESS

- **Contact Oberon:** We'll follow up with you quickly and confidentially
- **Introduction:** You choose a time that works and we'll engage in a short conversation to make sure your company fits our client's criteria
- **Non-Disclosure:** We'll send you a mutual non-disclosure agreement.

CONTACT INFORMATION

John Sipala

Managing Director
T: +1 (201) 446-7553
E: jsipala@oberonsecurities.com

David Walsh

Managing Director
T: +1 (781) 779-1229
E: dwalsh@oberonsecurities.com