



# SELECTED TRANSACTIONS – IT Services & Software

	Investor	Transaction / project	Asset / Target	R&Co role & expertise	
IT Services & Software	2022	KEENSIGHT CAPITAL <b>SMILE</b>	Acquisition	<b>creativestyle</b>	Successful add-on acquisition and German market entry for leading French open-source digital agency: Deal origination and buy-side M&A Lead Advisory
	2022	European large cap PE fund	Planned acquisition	<b>cloudflight</b>	Red-Flag CDD on a German specialist software development and IT service provider helping customers across industries to digitize mission-critical processes, business models, and products
	2021	<b>ALLGEIER</b>	Acquisition	<b>evora</b>	CDD on a German service and software provider in the field of enterprise asset & field management solutions. Focus on service offering, operational capabilities and value creation levers
	2021	<b>HEIDELBERG</b>	Sell-side (majority)	<b>DOCUFY</b>	Sell-Side M&A Lead Advisory for a German software developer and service provider in the field of integrated documentations, manuals and directories (sold to Elvaston)
	2021	European large cap PE fund	Planned acquisition	<b>jinit</b>	CDD on a German software developer and communication agency serving mainly customers in the public sector. Focus on market size and access strategies, competitive positioning and dynamics
	2021	<b>Triton</b>	Acquisition	<b>scandio</b>	CDD with technical deep-dive analyses on a German specialist in the fields of workflow management tools and solutions integration for large scale corporates
	2021	One Equity Partners <b>MCL</b>	Acquisition	<b>VINTIN</b>	CDD and value creation/ PMI planning for a German provider of IT services (security, data management, cloud and managed services) serving the public and private sector
	2021	Mid-market PE fund	Planned acquisition	<b>CONET</b>	CDD on a German IT systems house specialised in (customised) software solutions and integration, especially in the public sector. Focus on market sizing, competition and customer KPCs
	2018	<b>ALLGEIER</b>	Acquisition	<b>Objectiva</b>	CDD on a US software developer specialised on cross-platform technology implementation (e-commerce and content). Focus on service offering, customer base and sales synergies
IT Security	2020-22	<b>secunet</b>	Acquisition	<b>SysEleven</b>	Successful acquisition of German cloud services (Kubernetes) player to strengthen secunet's offering: Deal origination and execution for cybersecurity and cloud services target
	2020	<b>SONAEIM / S21</b>	Sell-side (majority)	<b>lookwise</b>	Carve-out and sell-side M&A Lead Advisory: Sale of the ATM cybersecurity platform Lookwise Device Manager ("LDM") of Spanish Grupo S21sec Gestión to AURIGA
	2019	Private owner	Sell-side (majority)	<b>it.sec</b>	Sell-side M&A Lead Advisory: Sale of a Swiss data security services provider specialised in IT governance, penetration testing as well as IT forensics to SWISS IT SECURITY Group
	2018	<b>capiton</b>	Acquisition	<b>ISPIN AG ZURICH</b>	CDD on a Swiss cybersecurity provider (consulting, implementation of security HW/ SW and managed services). Focus on business model, market dynamics and business plan/ value creation planning
	2018	<b>MAXBURG</b>	Acquisition	<b>SECUREPOINT</b>	CDD on a German provider of cybersecurity solutions incl. email archiving, access protection and secure WLAN connections. Focus on market development/ trends and competitive dynamics