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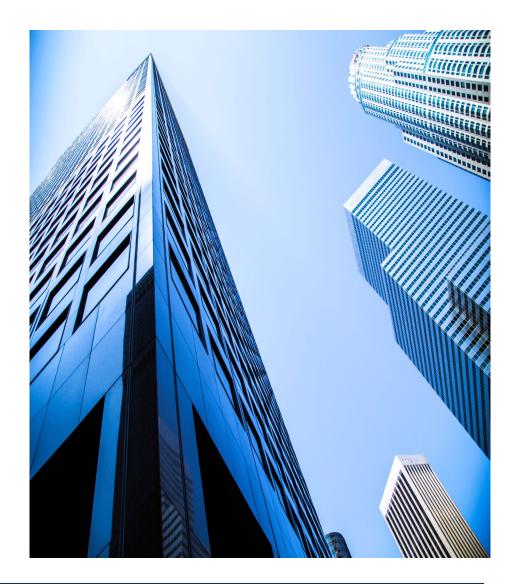
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Who We Are?

Formed in 2009, Solganick provides
investment banking and mergers and
acquisitions (M&A) advisory services
focused exclusively on the Software and
Technology Services sectors.





We advise buyers and sellers of technology companies on M&A strategies, process, and execution to **maximize** shareholder value.

Our M&A transactions have the following characteristics:



Deal Size Range: \$20M to \$250M+



Client Ownership: Private or PE-Backed



Revenues: \$10M to \$250M+



EBITDA: \$2M to \$20M+



M&A Transactions: 200+



Years in Business:

16

Offices located in Dallas and Los Angeles

Our Industry Expertise

Industry Expertise and Proprietary Access to Active Buyers and Sellers

Sub-sectors Include:

Artificial Intelligence

Application Partners

Cloud Computing

Cybersecurity

Data Analytics

Digital Transformation

Edge Computing

Education, Learning and Training

Fintech

Governance, Risk, and Compliance

Healthcare IT

IT Staffing

Software Development and Product Engineering

Technology Consulting and Managed Services Providers



IT Services



Artificial Intelligence and Data Analytics Consulting



Systems Integrators and IT Consulting



Application and Cloud Partners, Cybersecurity Consulting, Software Development, Digital Transformation



Managed Service Providers (MSPs and MSSPs)

Software



Artificial Intelligence and Data Analytics



Cybersecurity



Industry Vertical Software: Fintech, Healthcare IT, Edtech, Learning and Training, GRC



Cloud, Edge Computing, Machine Learning, IoT, Embedded Systems

Technology Services

Highlighted Subsectors



Application Partners and Systems Integrators

Firms supporting enterprise software applications and ecosystems such as Salesforce, ServiceNow, SAP and Oracle. Services include resale. consulting, implementation, and ongoing support and customization.

Cybersecurity **Services Providers**

Firms providing managed security services (MSSP), managed detection and response (MDR), penetration testing, cyber risk assessment, red teaming, incident response, and other security consulting services.

Al and Data Analytics Consultancies

Firms that help enterprises implement AI to understand and act on the various data sources that exist within their organization. Using new technologies to visualize, integrate, and manage data is imperative in today's

environment. Representative Companies

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Managed Service Providers (MSPs)

Firms providing outsourced IT support services, including IT planning and strategy, help desk, network, and applications management. Thousands of MSPs exist in the United States alone.

Public Cloud Partners

Firms focused on the implementation, optimization and maintenance of cloud computing capabilities, typically supporting Amazon Web Services (AWS), Microsoft Azure and Google Cloud.

Software Development and Digital **Transformation**

Firms providing outsourced software development, product engineering, and digital transformation services. Delivered both onshore and offshore, and often with specific application and industry vertical specializations.



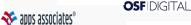


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Key Trends

Adoption and optimal use of enterprise software, especially within large enterprises, is complex and organizations must rely on specialists to help them through the implementation and ongoing management of these software applications.

Driven by escalating attacks, organizations are increasingly leveraging offensive security and managed security services to test defenses, reduce attack surface, minimize vulnerabilities, and focus on the highest priority threats to mitigate impact.

Effective management and use of increasingly large and diverse data sources to drive effective business decision making and processes is becoming a necessary element of the basic strategy of companies in all industries.

Third-party outsourcing of fundamental IT support services is increasingly common within all industries, a trend expected to continue as the underlying complexity and breadth of technology increases.

Implementation and management of cloud computing technology is highly technical, and organizations are increasingly reliant on thirdparty professional services firms to create and support the necessary infrastructure.

Outsourcing software development initiatives is often more cost effective, flexible, faster and more effective than in-house solutions, particularly as the complexity and breadth of the underlying technology continues to expand.

Technology ServicesM&A Update and Commentary



Market Commentary

- Technology Services M&A activity announced in Q3 2025 continued the momentum seen in the first half of the year, with particularly strong appetite for deals in AI, cloud, managed services, and cybersecurity. While deal volumes remained broadly consistent, there was a record-setting uptick in the value and number of large and megadeals, especially in the US market.
- Demand remained hot for cloud migration, digital transformation, and managed services. **CapGemini's \$3.3B acquisition of WNS Holdings** and **Abacus Group's** roll-up activity across MSPs spotlighted expansion in cloud, digital transformation, and cybersecurity consulting. **Accenture announced nine acquisitions in Q3 2025**.
- Buyers prioritized acquiring firms with scalable, defensible models in areas such as AI-driven tools, data analytics, and risk advisory.
- Cybersecurity consulting and managed services M&A registered consistent growth, hitting **111 deals in Q3**, up from last year's tally. Strategic deals focused on integration of AI-powered security, infrastructure management, and risk consulting—examples include **Accenture's acquisition of CyberCX** for **\$650MM**.
- In summary, the Q3 2025 technology services sector showcased resilience and growth, fueled by strategic acquisitions in AI, cloud, cybersecurity, and digital transformation, with robust participation from both strategic and private equity buyers, and a focus on scaling digital capabilities through M&A.

Technology Services Quarterly Deal Volume



Key Market Growth Drivers

Digital Transformation

Enterprises are accelerating digital transformation efforts, which is a primary driver for IT consulting services.

Regional Growth

North America and Europe account for the highest spending, but the Middle East is the fastest growing region, with a projected 13% growth rate in 2025.



Al, Data, and Emerging Technologies

Investments in cloud computing, cybersecurity, generative AI (GenAI), and data analytics are key areas of growth in consulting spend.

Growing Security Risks

The number, complexity, and severity of cyber risks continues to climb, supporting continued market growth for security services providers



Significant M&A Transactions Announced in Q3 2025 within Technology Services

2025 has been marked by large technology services companies acquiring smaller ones to meet demand in AI, cloud, cybersecurity, and managed services.

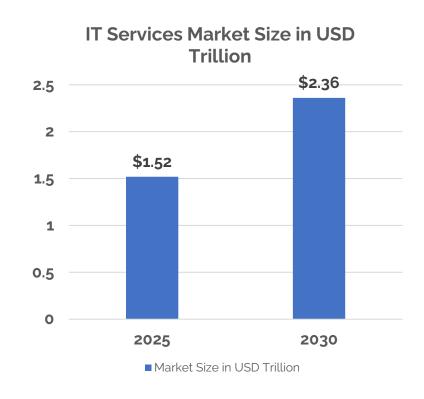
A few notable M&A transactions announced YTD 2025 include:

- Accenture: Undertook major transactions including the acquisitions of CyberCX (AI-powered cybersecurity, August 2025), Orlade Group (AI project consulting), SI&C, and other specialized firms focused on AI and digital transformation. Accenture has announced 18 total acquisitions YTD 2025.
- Argano acquired six companies in 2025 including Hybridge Solutions (Workforce management and HCM), Netlogistik (digital supply chain), Anavate Partners (Anaplan partner), Twelve Consulting Group (Anaplan partner), and Attentus (Salesforce partner).
- Capgemini: Executed one of the sector's largest acquisitions by purchasing WNS for \$3.3 billion, targeting digital business process and automation capabilities. WNS is a digital BPS firm known for agentic Al-driven operations. They also acquired Cloud4C in August 2025.
- Bain Capital announced the acquisition of HSO, an end-to-end Microsoft suite services provider, in August 2025.
- Carlyle acquired Adastra, specializing in data, AI, and cloud transformation advisory, in July 2025.
- Huron Consulting acquired Treliant (financial services consulting, August 2025) and Wilson Perumal & Co. (strategy and operations consulting, September 2025).
- **Presidio** acquired **TransACT Technology Solutions** (cloud and data analytics consulting) and **Achieve One** (cloud, data center, and digital services, announced Nov. 2025).
- Cognizant's acquisition of Belcan for \$1.3B, an R&D engineering services firm focused on the aerospace, defense, and industrial sectors.
- Stefanini acquired Cyber Smart Defense in September 2025.
- Infosys acquired Versent in August 2025.

Market Update: IT Services market size approaching \$1.5 Trillion in 2025E and is projected to reach \$2.4 Trillion by 2030E, at a 9.26% CAGR



- **Rising Digital Transformation Initiatives**: The IT Consulting Services Market is experiencing strong momentum with enterprises accelerating digital transformation efforts. Organizations are prioritizing artificial intelligence, cloud, big data analytics, cybersecurity, and automation.
- Increasing Focus on Cybersecurity and Risk Management: Cybersecurity has emerged as a top priority for organizations across all sectors. IT Consulting firms specializing in cybersecurity, governance, risk and compliance, and performance are creating a larger repeat customer base of recurring services needed to maintain minimal disruption.
- Growing Adoption of Cloud and Hybrid IT Models: organizations are increasingly migrating workloads to public, private, and hybrid cloud platforms, creating recurring opportunities for consulting firms.
- Banking, Financial Services, Insurance and Healthcare and Life Sciences sectors are the strongest spenders as companies and institutions modernized legacy core systems.
- Large Enterprise take up 70% of the IT services market share, while small to medium Enterprise are growing at an 11.4% CAGR.
- North America currently carries 37.6% of IT services revenues, while Asia Pacific has one of the fastest growth rates at 11.6% for IT services spending.
- Multi-cloud adoption has crossed 87% of Enterprise customers.





Buyer Profile: Accenture Acquires **18** Companies YTD 2025 (10 in Q3 2025)



Accenture has been very acquisitive in 2025, announcing the following transactions:

Date Announced	Target Company	Sector Domain	HQ Location	# of Employees	Description
Oct 17, 2025	Decho	AI and data analytics consulting	United Kingdom	49	Decho – Your data and AI transformation partner
Sep 09, 2025	iamconcepts	Cybersecurity	Canada	61	Provider of identity and access management solutions and services
Sep 04, 2025	MomentumABM	Digital marketing	London, England, United Kingdom	138	Provider of digital marketing services
Aug 27, 2025	SI&C	Cloud, AI, data and systems integration and consulting services	Japan	64	Provider of systems integration, cloud implementation, AI and data utilization consulting services
Aug 27, 2025	NeuraFlash	Salesforce and AWS partner	Burlington, Massachusetts, United States	496	Develops conversational AI for Salesforce CRM, advisory services, change management, revenue cloud solutions. Amazon and Salesforce partner.
Aug 19, 2025	Superdigital	Digital marketing	Boca Raton, Florida, United States	70	Provider of influencer marketing, campaign development, and SMM services
Aug 18, 2025	CyberCX	Cybersecurity	Melbourne, Victoria, Australia	1,355	Provider of suite of security services; acquired for \$650M
Aug 14, 2025	Aidemy Japan	HR Tech	Japan	40	Provider of AI & Blockchain focused application development services
Jul 25, 2025	Maryville	Technology consulting, integration, development	St. Louis, Missouri, United States	70	Provider of strategy, product development, and operational consulting services
Jul 22, 2025	aristal	Financial services consulting	Malaysia	27	Provider of IT and management consulting services for financial institutions
Jul 01, 2025	SYSTEMA	Manufacturing consulting and technology implementation services	Dresden, Saxony, Germany	204	Provider of consulting for manufacturing processes

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Application Partners and Systems Integrators

Market Commentary

- Q3 2025 M&A market for application partners, and systems integrators was defined by consolidation, tech-driven specialization, and strategic acquisitions, particularly by private equity and ecosystem leaders.
- · Oracle systems integrators saw notable transactions, including Mythics' acquisition of SpearMC and Smart ERP Solutions, expanding their footprints in federal and commercial markets and creating one-stop Oracle solution providers.
- · Microsoft ecosystem also experienced consolidation, with integrators increasing capabilities in AI, ERP, and data analytics, driven by client digital transformation priorities.
- Salesforce consulting saw M&A activity focusing on the acquisition of boutique partners to bolster client rosters and AI-enabled consulting capabilities. Strategic buyers were particularly active in acquiring smaller Salesforce partners.

Featured Application Partners and Ecosystems

,	AT Adobe
•	1000+ partners
•	~\$21.5B Rev

Adobe

/\naplan 100-500

- partners ~\$1B Rev
- **A** ATLASSIAN
- 100-500 partners ~\$5B Rev

ANTHROP\C

- 26 partners • ~\$7B Rev
- databricks 100-500 Partners ~\$4B Rev (est.)

DATADOG



ORACLE





- 100-500 partners ~\$595M Rev
 - 1000+ partners ~\$57.4B Rev
- 500-1000 partners
- 1000+ partners ~\$40.6B Rev
- ~\$2.8B Rev
 - ~\$1.5B Rev (est.)

~\$37.7B Rev

500-1000

partners

servicenow.

- 500-1000 partners ~\$11.5B Rev
- **Q** Palantir
- 38 partners ~\$3.9B Rev
- 500-1000 partners ~\$4.2B Rev

workday.

500-1000 partners ~\$8.6B Rev

Highlighted Transaction: Argano Acquires HyBridge Solutions



- · Argano, backed by PE firm Trinity Hunt, acquired HyBridge Solutions, September 2025.
- HyBridge brings deep experience in Workforce Management (WFM), Human Capital Management (HCM) and Enterprise Resource Planning (ERP) business process design, as well as in cloud-based system implementation, integration, and digital transformation.

Date	Target	Acquirer	Deal Summary
Sept 2025	HSO	Bain Capital	HSO is a Microsoft application services provider and consulting firm.
Sept 2025	Logient	Onepoint	 Logient is an application partner and digital transformation and consulting firm; partners include Microsoft, Salesforce, SAP, Snowflake, and Tableau.
Aug 2025	SI&C	Accenture	 Accenture acquired Japan-based provider of systems integration, cloud implementation, application development, and data utilization support. Partners include Salesforce and Oracle.
July 2025	PLESM	Enterprise Information Resources (EIR	Boston-based SAP Success Factors solutions provider Enterprise Information Resources (EIR) acquired Austin-based PLESM, an SAP Success Factors Solutions provider.

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Digital Transformation

Market Commentary

- The digital transformation services sector saw a surge in large-scale M&A activity in Q3 2025, driven by high demand for AI, cloud, and data-centric solutions.
- Deal values reached multiyear highs, with strategic buyers and private equity both actively pursuing scaled assets.
- Strategic acquirers such as Wipro, Infosys, Accenture, and Capgemini moved from tuck-in acquisitions to larger platform deals, collectively deploying over \$1 billion on top of Capgemini's major acquisition of WNS for \$3.3 billion.
- Large transactions (>\$250 million) rebounded, dominated by AI, cloud, and data-focused targets, comprising about 35% of all IT services deals.
- Overall, the latest quarter confirms digital transformation—especially solutions around AI, cloud, and analytics—remains a central driver of technology services M&A and strategic consolidation globally.

Select Digital Transformation Companies







publicis sapient

















Highlighted Transaction: Wipro acquires Digital Transformation Solutions Unity from HARMAN



- Wipro acquired the digital transformation solutions business unit from HARMAN. The acquisition expands Wipro's ER&D service offerings and capabilities by enhancing its AI-powered digital engineering and device engineering—including design-to-manufacturing—across technology, industrial, aerospace, healthcare, and consumer industries.
- 5,600 DTS employees are expected to come over to Wipro upon closing.
- Transaction announced August 21, 2025.

Date	Target	Acquirer	Deal Summary
Sept 8, 2025	TransACT Technology Solutions	Presidio	TransACT provides digital transformation services and is an AWS partner.
Aug 14, 2025	Versent	Infosys	Versent is focused on architecting, building & operating cloud native applications, data streams, platforms, and digital transformation services.
Aug 6, 2025	Kunai	PwC	Kunai is a leading agile software consultancy specializing in AI, cloud-first web, mobile and infrastructure platforms for the financial services industry.
Aug 6, 2025	INDEAVR	Marlabs	INDEAVR is a technology services and digital transformation company specializing in data science, cloud, BI, and AI.

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Public Cloud Consulting Partners

Market Commentary

- Q2 2025 public cloud consulting M&A market showed strong valuations, with several transactions commanding premium multiples.
- M&A activity in the public cloud consulting space reflects the ongoing digital transformation and AI revolution. Companies are positioning themselves for the next phase of cloud adoption, which increasingly requires specialized expertise in AI, automation, and advanced cloud-native technologies.
- The market shows no signs of slowing down, with continued demand for cloud transformation services and the emergence of new technologies like agentic AI driving further consolidation opportunities in the sector.

Public Cloud | Consulting Partners















































Highlighted Transaction: Cognizant Acquires 3Cloud



- Cognizant has acquired3Cloud to add Microsoft Azure, data and AI, and app innovation expertise with Cognizant's global scale, technology frameworks and industry expertise to create one of the largest global Microsoft partners.
- Establishes one of the most credentialed Microsoft AI partners, with 21,000+ Azure-certified specialists and dozens of awards, including Microsoft's 2025 U.S. SI Partner of the Year and U.S Channel Partner of the Year.
- Deal Announced November 13, 2025

Date	Target	Acquirer	Deal Summary
Oct 2025	Trek10	Caylent	Trek 10 is an AWS advanced consulting partner
Sept 2025	Cloud4C	Capgemini	Cloud4C develops and implements cloud strategy through consulting, migration, technology and solutions. The company has 1,600 professionals across offices in 29 countries. AWS, Google and MSFT partner.
Sept 2025	CWX (Cloudwerx)	Round13 Capital	Majority control investment announced by Round13 Capital into Google Premier Partner, CWX
Sept 2025	TIQQE	Qodea	AWS partner TIQQE, acquired by Google Partner, Qodea

Worldwide Top-3 Cloud Vendors by Total Cloud Revenue, Annual Run Rate and Market Share (in billion U.S. dollars)



The top cloud vendors by revenue for Q3 2025 are Amazon Web Services (AWS), Microsoft (Intelligent Cloud segment, including Azure), and Google Cloud. These three providers collectively generated approximately \$79 billion in total cloud revenue in Q3 2025.

	Total Cloud Revenue, Q3 2025	Annual Run Rate	Market Share
aws	\$33.0 billion	\$132 billion	29%
Microsoft Azure	\$30.9 billion	\$123 billion	20%
Soogle Cloud	\$15.2 billion	\$61 billion	13%

Note: Microsoft's reported revenue figure is for its Intelligent Cloud segment, which includes Azure and other cloud services and server products, not solely Azure public cloud revenue

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Al and Data Analytics Consulting

Market Commentary

- Al and data analytics consulting firms reported a robust Q3 2025, marked by revenue growth, operational efficiency, and significant M&A transactions in the space.
- All and data analytics consulting continues to show broad-based demand across sectors, with firms focusing on subscription models, international expansion, and efficiency.
- M&A is heavily driven by firms seeking vertical integration, core infrastructure, and cutting-edge talent, with tech giants fueling large strategic transactions.
- Overall, Q3 2025 was a standout quarter for AI and data analytics consulting, characterized by strong fundamentals and transformational M&A moves that are reshaping sector leadership.

Al and Data Analytics Consulting Firms































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+Datatonic

fracta

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kipi.ai















Highlighted Transaction: Indicium Merges with Mesh-AI



- Indicium and Mesh-Al merge to create a global data and Al consulting powerhouse.
- Backed by Columbia Capital, the combined organization brings together deep expertise, cuttingedge technology, and world-class talent to accelerate enterprise transformation across the Americas, Europe, and Latin America (LATAM).
- Announced November 2025.

Date	Target	Acquirer	Deal Summary
Sept 2025	MD2 Consultoria	Selbetti	Brazil-based data and business intelligence consulting firm acquired by Brazil based technology solutions provider.
Sept 2025	Orlade Group	Accenture	Expending leadership in Al-driven transformation for industrial and energy sectors.
Sept 2025	Synvert	Hitachi	Germany based provider of data analytics development and operating data value chains
Aug. 2025	Veear Projects	GenXAI	Provider of data engineering, analytics, and cloud solutions
Aug. 2025	Fog Solutions	Nimble Gravity	Data and AI consultancy that helps clients harness the power of their data to drive intelligence throughout their business.

Growth Funding Transactions, Q3 2025

Al and Data Analytics Consulting





In September 2025, Databricks Ventures made an equity investment in Indicium, a New York-based AI and data consulting services provider. Indicium has been a Databricks partner since 2017 and the investment aims to deepen their collaboration on AI solutions and technology roadmaps, including generative AI and advanced governance.

Note: Indicium announced a merger with Mesh-Al in November 2025.



July 25, 2025: Datapao received a growth investment from **Databricks** and **Euroventures** to support the company's continued expanstion, enhancing its Databricks partnership and its ability to deliver scalable GenAl solutions and

Datapao is a global data and AI engineering consultancy and a Databricks partner that helps enterprise customers productionize GenAI by aligning strategy, infrastructure, and internal capabilities. With deep technical expertise, hands-on delivery, and education-first thinking, Datapao works across consulting, implementation, and workforce development to drive real business impact from data and AI. Based in Budapest, the company works with several enterprise customers throughout Europe.

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Cybersecurity Services (includes MSSPs)

Market Commentary

- M&A activity for cybersecurity services companies expanded to **54** transactions in Q3 2025, up from **49** in the previous quarter.
- Larger scale transactions in Q3 2025 included Accenture's acquisition of CyberCX (\$650MM) and LevelBlue's acquisition of Trustwave (\$200MM), which highlight the push to rapidly gain scale through the immediate addition of scarce, experienced security teams.
- Activity in the quarter was driven by buyers focused on expanding their geographic reach, gaining vertical market expertise, and integrating complementary capabilities. Healthcare remained a key area for acquisitions, most notably Sunstone Partners/Clearwater and Abacus/Medicus IT.
- Buyers were particularly active in the Identity segment, such as KeyData Cyber/BeyondID, Accenture/IAM Concepts, and SDG/Hub City Media. Identity providers are increasingly offering more comprehensive capabilities, from advisory to managed services, and support for the major identity platforms.

Managed Security Service Providers (MSSPs)

- Ongoing consolidation of MSSPs continued to reflect the increasing convergence of IT managed service providers (MSPs) and MSSPs, driven by end-customer demand for deeper security expertise, especially in regulated vertical markets (e.g., financial services, healthcare).
- Organizations are facing escalating threats from sophisticated threat actors, as well as increasing regulatory complexity, which is demanding continuous protection by skilled security experts and greater AI-enabled automation.
- In addition to the **LevelBlue/Trustwave** transaction (becoming one of the largest pure-play MSSPs globally), other notable deals in Q3 included **Evergreen/ImageQuest** and **Limerston Capital/DigitalXRAID**.

Highlighted Transaction: Accenture acquires CyberCX



- Accenture acquired CyberCX for \$650MM in August 2025, representing its largest cybersecurity acquisition to date.
- The acquisition significantly bolstered Accenture's cybersecurity services in the Asia Pacific region.
- Based in Melbourne, Australia, CyberCX brought a highly skilled workforce of approximately 1,400 professionals.

Date	Target	Acquirer	Deal Summary
Sept 2025	۲۶ Clearwater	SUNSTONE PARTNERS	 Pure-play provider of cybersecurity and compliance solutions for the healthcare industry (managed services, consulting, and software)
Sept 2025	HUBCITY MEDIA	SDG	Expands SDG's capabilities across the full IAM lifecycle (advisory, integration, and managed services) and identity technology partnerships
August 2025	CyberCX	accenture	 Cybersecurity services provider serving both private and public sector organizations across Australia, New Zealand and internationally
August 2025	BeyondID	KeyData Cyber	 AI-powered, Managed Identity Solutions Provider (MISP) with deep expertise in the Okta platform and identity-first zero trust solutions
July 2025	™ Trustwave	LevelB / ue	 Global provider of cybersecurity and managed detection and response (MDR) services, becoming one of the largest pure-play MSSPs
July 2025	IMAGE QUEST	Evergreen Services Group	 Provider of managed IT, cybersecurity, and compliance solutions in highly regulated sectors including financial services.

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Managed Service Providers (MSPs)

Market Commentary

- The volume of M&A transactions for MSPs was very strong in Q3 2025 with a handful of large "transformative" MSP transactions, including Abacus Group's acquisition of Medicus IT, and Compass MSPs acquisition of Blackpoint IT.
- Premium valuations were paid for MSPs with strong organic growth, scalable operations, and robust client relationships, with some recording 16x to 20x EBITDA exit multiples for larger platforms. Weaker or less differentiated assets struggled to attract interest or maintain valuations.
- **Private Equity Drives Activity**: Private Equity remained the primary drivers, making up approximately **85% of total transactions** in Q3 2025.
- Sustained Momentum Expected: Industry voices expect strong M&A activity to persist into 2026, supported by ongoing tech adoption, digital transformation, and the sector's resilient fundamentals.

MSP Platforms









































Highlighted Transaction: Corsica Technologies Acquires AccountabilIT



- **Corsica Technologies** has acquired **AccountabilIT**, a leading MSP, effective November 12, 2025.
- Both organizations are recognized for managed services and cybersecurity and a customer-first approach.
- Corsica brings EDI and data integration expertise;
 AccountabilIT adds deep Microsoft capabilities.
- AccountabilIT was previously PE backed by Westview
 Capital Partners. Inverness Graham is the current PE firm to back this combination.

Date	Target	Acquirer	Deal Summary
Sept 2025	Simplegrid Technology	CompassMSP	New Jersey-based managed services provider specializing in financial services, legal, and healthcare verticals
Sept 2025	Worksighted	Thrive	Michigan based managed services provider
Sept 2025	Site Tech Services	Ntiva	Virginia-based MSP Ntiva acquired Tampa- based MSP Site Tech Services.
July 2025	Baroan Technologies	Thrive	Managed IT support services company focused on manufacturing, healthcare and other sectors.
July 2025	Medicus IT	Abacus Group	Financial services focused MSP acquires healthcare focused MSP
July 2025	Blackpoint IT	CompassMSP	CompassMSP and BlackPoint IT merge to form a nationwide MSP platform

MSP Deal Profile:



Abacus Merges with Medicus, Creating a Mega Healthcare and Financial Sector MSP





Abacus Group and Medicus IT, two MSPs serving different verticals, are merging their offerings into a single, multivertical IT services company.

FFL Partners, the PE owner of Abacus Group and Medicus IT, said on Tuesday that the two MSPs have officially merged into a single managed service provider that exclusively serves the needs of the financial and health care industries. The terms of the merger weren't disclosed.

FFL specializes in providing services to clients in the financial and healthcare markets. The two companies will combine their leadership teams while also maintaining a commitment to serving the technology needs of both industries. The combined teams will also enable the merging companies to expand their ability to innovate in AI and cybersecurity.

Abacus Group ranked No. 20 on the 2025 Channel Partners' MSP 501. Abacus also acquired the Chicago-based MSSP Entara in June with the intent of incorporating its expertise in incident response to its other offerings.

Deal Announced: July 15, 2025

Source: https://www.channelfutures.com/mergers-acquisitions/abacus-group-medicus-it-combine-expertise-merger

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Software Development

Market Commentary

- Resilience Amid Uncertainty: The M&A market for custom software development and digital transformation services companies displayed notable strength in Q2 2025, even as broader macroeconomic uncertainty and policy volatility persisted. Large technology deals remained prominent, particularly in Application Software and IT Services, driven by ongoing digital transformations across various industries.
- Deal Volume and Value: Despite a brief slowdown at the start of the quarter, confidence rebounded quickly. Several high-value transactions closed, with buyers prioritizing firms offering differentiated technical capabilities, particularly those integrating AI and advanced analytics into their service lines.
- Key Buyers: Strategic acquirers pursued technology targets that supported digital growth plans, while private equity interest intensified due to the attractive recurring revenue streams typical of custom software and SaaS businesses.
- The fastest-growing segment within custom development services was business intelligence and analytics, with M&A activity heavily weighted toward firms providing AI-fueled solutions. The rising demand for data processing and automation was a core theme in deal rationales.

Software Development







































Highlighted Transaction: BJSS



- Virtusa acquired Sincera Technologies to accelerate AI and data transformation and software development capabilities for telecommunications clients..
- Virtusa is a global product and platform engineering services company backed by EQT (PE firm).
- Terms of the deal were not disclosed. Announced July 2025.

Date	Target	Acquirer	Deal Summary
Sept 2025	Logient	Onepoint	Application development, analytics, DevOps, cloud and other consulting services.
Sept 2025	Ascent	Acuity Knowledge Partners	Provider of software development and cloud services
Sept 2025	SM NetServ	Accion Labs	Software Product Engineering Organization,
Sept 2025	Mango	Improving	Provider of software development services
Oct 2025	INDEAVR	Marlabs	Software development and cloud engineering services
Oct 2025	Sycorr	Continuous	Provider of software development and system integration service

Technology Services



Publicly Traded Companies and Valuation Multiples

Company	Ticker	Market Capitalization	Stock Price	Country	EV/Revenue	EV/EBITDA
Accenture	ACN	\$149,484,634,112	\$240.00	Ireland	2.10	12.33
Tata Consultancy Services	TCS.NS	\$126,203,611,240	\$34.88	India	4.18	14.86
Infosys	INFY	\$70,263,005,184	\$16.95	India	3.37	12.84
Fujitsu	6702.T	\$45,975,938,680	\$25.94	Japan	1.96	12.91
Cognizant Technology Solutions	CTSH	\$35,042,406,400	\$71.75	United States	1.59	8.84
Wipro	WIT	\$28,705,525,760	\$2.63	India	2.46	10.30
Capgemini	CAP.PA	\$24,521,279,981	\$147.69	France	1.16	8.35
LTIMindtree	LTIM.NS	\$19,273,760,084	\$65.04	India	4.12	20.60
CGI	GIB	\$18,930,000,000	\$86.07	Canada	1.89	10.47
Tech Mahindra	TECHM.NS	\$14,226,346,888	\$16.07	India	2.22	14.64
Indra Sistemas	IDR.MC	\$9,990,694,314	\$56.94	Spain	1.77	15.40
Booz Allen Hamilton	BAH	\$9,978,213,376	\$80.96	United States	1.13	10.18
EPAM Systems	EPAM	\$9,953,595,392	\$178.71	United States	1.65	13.07
FPT Corporation	FPT.VN	\$6,458,390,476	\$3.79	Vietnam	2.29	9.68
Mphasis	MPHASIS.NS	\$5,715,106,888	\$30.04	India	3.38	16.32
Hexaware Technologies	HEXT.NS	\$4,835,420,305	\$7.94	India	3.18	19.35
				Average	2.40	13.13
				Low	1.13	8.35
				High	4.18	20.60
				Median	2.16	12.88

Technology Services

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Private Company Valuation Multiples

Sector	EV / Revenue	EV / EBITDA	Market Trend / Notes
IT Consulting	1.6x - 2.2x	10.6x - 13.0x	Valuation premiums have returned for firms with specialized domain expertise (e.g., healthcare, finance). Generalist firms trade lower. Strategic buyers are prioritizing margin stability over pure growth.
Managed Services (MSPs)	0.9x - 1.3x	6.5x – 12.0x	High volume of M&A activity. Multiples are highly bifurcated by size; "Platform" MSPs (\$10M+ EBITDA) trade near 11x , while smaller "add-on" MSPs often trade at 5x-8x EBITDA.
AI Consulting	2.0x - 4.0x	12.0x - 15.0x	Distinct from AI SaaS. These are services firms helping clients <i>implement</i> AI. They command the highest premiums in the services sector due to scarcity of talent and high client demand for GenAI implementation.
Data Analytics Consulting	2.0x - 4.0x	10.9x - 13.5x	Strong overlap with AI consulting. Firms with proprietary IP or accelerators ("Digital IT & Data") trade at the top of this range. Pure labor-based models trade lower.
Software Dev Services	1.5x - 2.7x	9.5x – 12.2 x	Multiples have compressed slightly as the "growth-at-all-costs" era ended. Nearshore/Offshore firms with high retention and integrated agile teams are seeing stable demand, but "body shop" models are discounted.



Drivers of Valuation Variance for Techology Services Companies in 2025

- The "Implementation Gap" Premium Investors are distinguishing sharply between generic software development and specialized AI implementation. While standard coding shops face commoditization pressures from AI tools, consultancies that bridge the gap between enterprise data and Generative AI execution are seeing a scarcity premium. These firms are currently valued based on the velocity of their pipeline rather than just historical billable hours, as the market anticipates a multi-year shortage of qualified AI solution architects.
- The Al Valuation Effect: Pure-play Al consulting shops are seeing valuations detach from standard hourly bill rate models, often valued on forward growth potential rather than trailing earnings, pushing Revenue multiples above 3.0x in competitive bidding.
- The Arbitrage of Scale (Platform vs. Bolt-on): The spread between "buy" and "build" multiples has widened. Private Equity groups are engaging in aggressive multiple arbitrage: acquiring smaller providers (sub-\$3M EBITDA) at modest valuations (e.g., 5x-8x) and immediately integrating them into larger platform entities that command premium valuations (10x-14x). Larger companies, above \$20M EBITDA and greater, are seeing mid-to-upper double digit multiples (16x-20x EV/EBITDA). Consequently, a standalone firm's valuation is often capped unless it crosses the "Platform Threshold"—typically defined in 2025 as exceeding \$10M in adjusted EBITDA.
- Metric Convergence: The "Rule of 40" in Technology Services Buyers have adapted the "Rule of 40"—a metric traditionally reserved for SaaS companies—for the professional services sector. In this context, investors are summing Organic Revenue Growth % and EBITDA Margin %. Service firms that can achieve a combined score of 40 or higher (e.g., 20% growth + 20% margin) are successfully breaking the ceiling of standard industry multiples, while those relying on low-margin growth or high-margin stagnation are seeing significantly reduced offers.
- **IP-Led Revenue Recognition Valuations** are heavily weighted in favor of firms that have productized their service delivery. Consultancies that utilize proprietary accelerators, pre-built code blocks, or internal data assets to deliver outcomes faster are trading at a premium to "pure labor" models. Buyers view these assets as a defensive moat that protects margins against wage inflation and improves client retention.

Note: Running a strong sell-side M&A process also helps drive up valuation multiples due to competitive bidders driving up valuations for companies that are highly strategic to their growth plans.



Solganick: Select M&A Transaction Experience



























Solganick Advises Nextira in its Sale to Accenture

- Nextira, an AWS Premier Partner headquartered in Austin, TX, uses AWS to deliver cloud-native innovation, artificial intelligence, predictive analytics, and immersive experiences for their clients.
- Because of Solganick & Co.'s deep experience within technology services, including the buyer universe, valuation drivers, and overall M&A environment, Solganick & Co. was engaged to run a highly targeted, efficient and competitive M&A process.
- The Solganick team worked closely with Nextira management to attractively position the business and ultimately receive several attractive offers exceeding initial valuation expectations.
- Solganick & Co. supported the entire M&A process, including the client's initial selection of Accenture as well as successful transaction negotiations.
- The transaction was completed in June 2023.













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Technology Services M&A: September 2025



Acquisition Date	Acquired Company Name	Buyer	Overview
Sep 30, 2025	Logient	Onepoint	Provides application development, analytics, DevOps, cloud, and other services
Sep 26, 2025	Shore Technology Group	Perimeter Security Partners	IT consulting, managed services, cybersecurity, and software development
Sep 26, 2025	MD2 Consultoria	Selbetti	Provider of data management and business intelligence services
Sep 24, 2025	Security Compliance Associates	360 Advanced	Provider of IT security services
Sep 23, 2025	synvert	Hitachi	Provider of data and analytics, specializing in developing and operating sustainable data value chains
Sep 22, 2025	Simplegrid	CompassMSP	Provider of managed IT services, cloud and cybersecurity services
Sep 18, 2025	Xtream	TeamSystem	Provider of AI and software development services
Sep 18, 2025	Ascent	Acuity Knowledge Partners	Provider of software development and cloud services
Sep 17, 2025	Pangea	CrowdStrike	Provider of API, security, and cloud services
Sep 16, 2025	Bizware	Yellow Elk	Provider of business intelligence and data analysis consulting services
Sep 15, 2025	BubbleGo	Sword Group	Digital agency providing sustainable digital and IT services, specializing in web development and IT solutions
Sep 11, 2025	NETSERV	Accion Labs	Software product engineering company, cloud and AI consulting services
Sep 10, 2025	ComNet Communications	Hudson Glade	Provider of data center, network cabling, security support, and other services
Sep 10, 2025	WP&C	Huron Consulting Group	Provider of cyber security management, business strategy, operational, and supply chain services
Sep 10, 2025	Veear Projects	GenXAI	Provider of data engineering & analytics and cloud solutions
Sep 09, 2025	M14 Industries	Chapter 2	Provider of software development services
Sep 09, 2025	Eleven-I	ONYX InSight	Provider of system integration and IT consulting services
Sep 09, 2025	transACT Technology Solutions	Presidio	Provider of cloud solutions, data analytics, IT consultancy, and digital transformation services
Sep 09, 2025	Right Digital Solutions	Aurora	Provider of workplace technology services
Sep 09, 2025	Ardanis	Plain Concepts	Provider of IT services including systems integration, cloud and application development services
Sep 09, 2025	Mango	Improving	Provider of software development services
Sep 08, 2025	Makutu	ANS	Provider of data security, science, assessment, and other services
Sep 08, 2025	Epsilon	American Systems	Provider of IT service suite solutions
Sep 08, 2025	Alex	OpenAl	Provider of application development solutions
Sep 04, 2025	Inflection IT	Epiq	Provider of workflow development, integration, and support services
Sep 04, 2025	MAIT Group	Deutsche Beteiligungs	Provider of managed IT, security, cloud, and digital solutions
Sep 04, 2025	Cyber Smart Defence	Stefanini	Provider of cyber security management services
Sep 03, 2025	Science [&] Technology	Active Capital Company	Provider of high-tech projects, consultancy, and software solutions
Sep 02, 2025	Rayonnance	SOLUTYS Group	Provides application development services

Technology Services M&A: August 2025



Acquisition Date	Acquired Company Name	Buyer	Overview
Aug 28, 2025	Warecorp	Tarmac	Provider of software development services
Aug 27, 2025	Belcan	Cognizant	\$1.3B acquisition of engineering R&D services for aerospace, defense, and industrial clients.
Aug 27, 2025	SI&C	Accenture	Provider of systems integration, cloud implementation, and data utilization support
Aug 27, 2025	Cactus Technology	Bluewave Technology Group	Provider of IT services including cybersecurity, connectivity and mobility solutions.
Aug 26, 2025	Cloud4C	Capgemini	Provider of cloud managed, AI, data analytics and cybersecurity services
Aug 26, 2025	Sycorr	continuous	Provider of software development and system integration service
Aug 21, 2025	Logimetrix	GenXAI	Provider of IT services suite solutions
Aug 21, 2025	Novigo Solutions	R Systems	Software solutions and transformation services provider
Aug 20, 2025	NextArray	Limestone Networks	Provider of VPS & colocation hosting services
Aug 20, 2025	Omega Peripherals	SCC	Provider of IT consulting and managed services
Aug 19, 2025	Open Door Technology	RUX	Provider of IT service suite solutions
Aug 18, 2025	Caesar Creek Software	Cryptic Vector	Provider of IT service suite solutions
Aug 18, 2025	ICS	theone23group.com	Provider of IT service suite solutions
Aug 18, 2025	CyberCX	Accenture	Provider of suite of security services
Aug 14, 2025	Versent	Infosys	Company focused on architecting, building & operating cloud native applications, data streams, platforms, and services
Aug 14, 2025	Frank Digital	Merchantwise Group	Provider of web designing, ecommerce development, digital marketing, and other services
Aug 13, 2025	neusta	CONTACT Software	Provider of mobile app & software development services
Aug 13, 2025	Nexon	Adamantem Capital	Provider of IT services suite
Aug 12, 2025	BeyondID	KeyData Cyber	Provider of IT security services
Aug 11, 2025	Fog Solutions	Nimble Gravity	Data and AI consultancy that helps clients harness the power of their data to drive intelligence throughout their business
Aug 11, 2025	Trace3	Apollo Funds	IT solutions and services provider specializing in AI, data, cloud, and cybersecurity
Aug 06, 2025	CSY	Altea	Provider of IT services including infrastructure management and cybersecurity solutions
Aug 06, 2025	INDEAVR	Marlabs	INDEAVR is a technology services and digital transformation company specializing in data science, cloud, BI, and AI.
Aug 05, 2025	Cognits	HTEC	Provider of mobile application development services
Aug 05, 2025	Arctera	Cloud.com	Provider of software development, risk, and compliance services
Aug 05, 2025	QuMind	Largo	Provider of IT service suite solutions
Aug 04, 2025	Biz Engine	Fresh Productions	Provider of website development and diversified digital marketing services
Aug 04, 2025	Treliant	Huron Consulting Group	Provider of GRC services
Aug 04, 2025	TRG Datacenters	Tallvine Partners	Provider of data centre services
Aug 04, 2025	Apiumhub	Plain Concepts	Provides application development services
Aug 01, 2025	Stroz Friedberg	LevelBlue	Security & technical consulting and services
Aug 01, 2025	Bluetree	DyFlex Solutions	Provider of data analytics services

Technology Services M&A: July 2025



Acquisition Date	Acquired Company Name	Buyer	Overview
Jul 31, 2025	Hikari	evcoms	Provider of data analytics services
Jul 31, 2025	Medicus IT	Abacus Group	Provider of IT suite services for healthcare industry
Jul 30, 2025	Blue Connections	atturra	Provider of networking, security, cloud, and IT managed services
Jul 25, 2025	Institut for Cyber Risk	Bureau Veritas	Provider of governance, risk, compliance, and cyber security services
Jul 24, 2025	ASPICON	GROUPLINK	Provider of cloud, database and consulting services
Jul 24, 2025	S4	Knexus	IT, cybersecurity, and professional services for US Government and DoD
Jul 22, 2025	Sincera	Virtusa	Provider of software services and technology solutions specializing in product engineering, cloud services, data, and digital services
Jul 22, 2025	Callstack	Viking Global Investors	Software engineering consultancy offering development of transformative applications
Jul 17, 2025	SMC Squared	Hexaware	Provider of IT service suite solutions
Jul 17, 2025	Herzum	TIMETOACT GROUP	Provider of IT services suite solutions
Jul 16, 2025	Ragnarok Tech	Case Consulting	Provider of software development and cyber security management services
Jul 16, 2025	DigitalXRAID	Limerston Capital Partners	Provider of information technology security services
Jul 15, 2025	Inverid	Signicat	Provider of IT security services
Jul 15, 2025	AccessIT Group	Nautic Partners	Provides security services
Jul 15, 2025	OMWEB	NIVITA HUF	Provider of website development, digital marketing, and graphic design services
Jul 11, 2025	Scaleforce	Simnet	Provider of IT service suite solutions
Jul 11, 2025	Openline	Conscia	IT consulting and services
Jul 10, 2025	Logate	Odine	Provider of software development services
Jul 10, 2025	Accusoft	Apryse	Document processing, conversion, and automation technologies for developers and enterprises
Jul 09, 2025	Red Orange Technologies	Techila Services	Provides application development and digital marketing services
Jul 09, 2025	Total Customer Connect	Vehlo	Provider of software development and digital marketing services
Jul 08, 2025	Rhetorik	Lightcast	Provides ICT products and data security services
Jul 08, 2025	Abacode Cybersecurity	Thrive	Managed SIEM, cybersecurity consultancy, training, and solution integration
Jul 08, 2025	T4S Partners	Kanchi Technologies 21	Provides IT services suite
Jul 08, 2025	Pinch	Apadmi	Mobile application developer offering strategy, design, development, and quality assurance
Jul 07, 2025	Total Solutions	Coretek	Provider of IT service suite solutions
Jul 07, 2025	Apptium	TD SYNNEX	Provider of system integration services
Jul 07, 2025	SOLUTEC	Aubay	Provider of IT services suite
Jul 04, 2025	CAE	Воххе	Provider of IT service suite solutions
Jul 04, 2025	Adapt It	Ekco	Provider of managed IT, cloud, security, and infrastructure services
Jul 04, 2025	Cloud Analogy	AlonOS	Cloud development and consulting services
Jul 04, 2025	The Al Framework	Advania	Provider of Al implementation and management services
Jul 04, 2025	Serverbase	Synaforce	Provider of cloud services, IT infrastructure, and IT outsourcing solutions
Jul 03, 2025	NerdsToGo	Techy	Provider of gadget repair services
Jul 02, 2025	EMT Distribution	QBS Software	Provider of IT service suite solutions and security software distribution services
Jul 01, 2025	Acante	Concentric	Provider of IT cloud services
Jul 01, 2025	AnalyticsIQ	Alliant Insight	Marketing data and predictive analytics service provider