



# M&A Market Update

YTD 2026

June 5, 2026

---

Includes: Recent SAP direct acquisitions, SAP consulting partner mergers & acquisitions (systems integrators)



## Our View

SAP SE has accelerated its M&A strategy in YTD 2026, deploying significant capital to build a comprehensive enterprise AI data platform. SAP has executed a deliberate three-pronged strategy: (1) master data & lakehouse foundation via Reltio and Dremio, (2) frontier AI research capability through Prior Labs, and (3) ongoing consolidation of the SAP consulting partner ecosystem. This consolidation materially expands SAP's total addressable market, raises competitive barriers against Oracle, Salesforce, and Databricks, and signals SAP's ambition to become the definitive AI-first enterprise platform. The SAP consulting ecosystem remains highly active — demand for certified Systems Integrators continues to outstrip supply, sustaining M&A multiples of 2–4× revenue.

### 01 Data Foundation Ecosystem M&A

**Reltio + Dremio** deliver master data management and open lakehouse capabilities, making SAP & non-SAP enterprise data AI-ready for agentic workloads

### 02 Frontier AI Research

**Prior Labs** (€1B+ 4yr commitment) establishes SAP's European frontier AI research lab, advancing Tabular Foundation Models purpose-built for structured enterprise data

### 03 SAP Partner Ecosystem M&A

**IBM (Cognitus), Capgemini (Cloud4C), and global SIs** continue consolidating SAP consulting capacity, with SAP S/4HANA & RISE with SAP skills commanding premium multiples globally

**\$2B+**

M&A Capital Deployed  
H2'25–YTD'26

**3**

Direct SAP  
Acquisitions YTD

**~50+**

Partner Ecosystem  
M&A Since 2020

**2X–4X**

SAP SI Revenue  
Multiple

## RELTIO

### Undisclosed | Closed May 7, 2026

#### Master Data Management for Agentic AI

##### ● Master Data Management

AI-native MDM platform unifies SAP and non-SAP data into trusted 'golden records' for Joule AI agents and agentic workflows

##### ● AI Entity Resolution

AI-based entity resolution identifies and merges records from different formats into one reliable system of context across customers, products, suppliers & employees

##### ● Strategic Fit

Integrates into SAP Business Data Cloud as core capability; available standalone or bundled with SAP products

##### ● Founded & Background

Founded 2011, headquartered in Redwood City, CA. Cloud-native, AI-first MDM platform serving global enterprises across SAP and non-SAP environments

##### ● SAP Integration

Reltio becomes core to SAP BDC, making enterprise data AI-ready — critical foundation for Joule Agents and agentic AI deployments

## DREMIO

### Undisclosed | Expected Close Q3 2026

#### Open Agentic Lakehouse Platform

##### ● Agentic Lakehouse

Apache Iceberg-native platform; SAP BDC becomes a universal open lakehouse unifying SAP and non-SAP data for AI agents at enterprise scale

##### ● Open Standards

Committed steward of Apache Iceberg, Apache Polaris, Apache Arrow; SAP will continue open-source contributions post-close

##### ● Enterprise Customers

Customers include Shell, TD Bank, Michelin; founded 2015; last valued at \$2B (2022 funding round). 300+ enterprise deployments

##### ● Competitive Impact

Directly challenges Snowflake and Databricks; SAP gains federated analytics reaching any source without ETL pipelines

##### ● Strategic Value

Dremio + SAP HANA Cloud + Reltio MDM = complete enterprise AI data platform spanning operational, analytical, and unstructured data

# SAP DIRECT ACQUISITIONS — H2 2025 & YTD 2026

TARGET	CATEGORY	VALUE	STATUS	CLOSE	STRATEGIC RATIONALE
<b>Reltio</b>	Master Data Management (MDM)	N/D	CLOSED	May 2026	Cloud-native AI-first MDM platform integrates into SAP Business Data Cloud; unifies SAP & non-SAP enterprise data for agentic AI. Closed May 7, 2026. Core to SAP's Joule and agentic AI strategy.
<b>Dremio</b>	Open Agentic Data Lakehouse	N/D	CLOSED	Q3 2026 (Pending)	Apache Iceberg-native lakehouse platform; SAP BDC becomes open enterprise lakehouse unifying SAP & non-SAP data. Last valued \$2B. Customers: Shell, TD Bank, Michelin. Announced May 4, 2026.
<b>Prior Labs</b>	Tabular Foundation Models (TFMs) / Frontier AI	~\$200-400M	CLOSED	Q2/Q3 2026 (Pending)	Pioneer of TFMs purpose-built for structured enterprise business data. Complements SAP-RPT-1. Research team from Google, Apple, Amazon. Based in Freiburg, Germany. Establishes SAP European frontier AI lab.
<b>WalkMe (2023)</b>	Digital Adoption Platform	\$60-80M	CLOSED	Closed Sep 2023	Digital adoption platform guides users through SAP S/4HANA workflows; accelerates RISE with SAP migration ROI. 2,000+ enterprise customers. Acquired Sep 2023. Strengthens SAP's user experience strategy.
<b>LeanIX (2023)</b>	Enterprise Architecture Management	~\$1.2B	CLOSED	Jan 2024	Enterprise architecture management platform; maps full IT landscape to govern SAP modernization & cloud migration roadmaps. 500+ enterprise clients. Announced Sep 2023, closed Jan 2024.

Source: SAP press releases, SAP Investor Relations, SEC 20-F filings, Solganick & Co. research. N/D = not disclosed.

# SAP CONSULTING PARTNER ECOSYSTEM M&A — H2 2025 & YTD 2026

**~50+**

Total SAP Partner M&A Transactions Since 2020

**2X–4X**

Revenue Multiple Pure-Play SAP SIs

**12X–22X**

EBITDA Multiple Pure-Play SAP SIs

**6**

Global Elite Partners (Accenture, Deloitte, IBM, Capgemini, Wipro, TCS)

ACQUIRER	TARGET	EST. VALUE	FOCUS AREA	PERIOD
<b>IBM</b>	<b>Cognitus</b> (SAP S/4HANA services firm)	N/D	SAP Gold & Co-innovation partner; 700+ employees; deep S/4HANA, aerospace & defense, utilities expertise. Accelerates IBM's RISE and GROW with SAP delivery capabilities globally.	Oct 2025
<b>Capgemini</b>	<b>Cloud4C</b> (SAP RISE managed services)	N/D	Global premium SAP S/4HANA Cloud partner; 1,600-person team; 29 countries. Accelerates Capgemini's SAP RISE leadership and gen AI-powered cloud automation.	Nov 2025
<b>Capgemini</b>	<b>Syniti</b>	N/D	SAP data migration, quality & governance specialist; 200+ SAP customers; accelerates SAP S/4HANA migration data strategy and RISE with SAP data governance.	Dec 2024
<b>Accenture</b>	<b>Faculty AI</b>	N/D	UK-based applied AI firm; deepens Accenture's SAP Business AI and Joule agent implementation capabilities across financial services and public sector	Jan 2026
<b>Capgemini</b>	<b>WNS Holdings</b> (AI-powered BPO / SAP AMS)	\$3.3B	Largest IT services deal of 12 months; SAP embedded across WNS process automation; deepens Capgemini's agentic AI + SAP managed services capabilities globally.	Jul 2025
<b>IBM</b>	<b>AST (Oracle/SAP Cloud partner)</b>	N/D	Oracle Cloud & SAP hybrid implementations; strengthens IBM Consulting's enterprise ERP practice for large-scale digital transformation programs.	Nov 2025

Source: Solganick & Co. research, company press releases, ChannelE2E, Consulting.us. N/D = not disclosed.

# VALUATION BENCHMARKS & TRANSACTION MULTIPLES

## SAP SE PLATFORM (NYSE: SAP)

Market Capitalization **~\$202B**

Cloud Revenue Run Rate **~\$21B FY2025**

Cloud Rev. Growth Guide **27%+ (FY2026E)**

Non-IFRS Op. Margin **~37%**

Cloud Backlog **\$63B+**

SAP Business AI Customers **50,000+**

Joule Autonomous Actions (Q1'26) **1.8M+ per week**

Q1 2026 EPS (Non-IFRS) **€1.72 (beat by €0.10)**

## TRANSACTION COMPARABLES

**Reltio (2026)** **N/D**

MDM platform; closed May 7, 2026; integrated into SAP BDC

**Dremio (2026)** **N/D**

Open lakehouse; last valued \$2B; expected Q3 2026 close

**Prior Labs (2026)** **~\$200-400M**

TFM frontier AI lab; European research center; Q2/Q3 2026

**WalkMe (2023)** **\$60-80M**

Digital adoption platform; closed Sep 2023

**LeanIX (2023/24)** **~\$1.2B**

Enterprise architecture mgmt; closed Jan 2024

### UST Global Taciti Consulting

**IBM → Cognitus (2025)** **\$350M / ~25\* EBITDA**

SAP RISE premium partner; 1,600 employees; 29 countries

**Capgemini → Cloud4C (2025)** **\$3.3B**

Global partner for SAP in S/4 HANA Cloud. BPO/AMS; SAP embedded; largest IT services deal YTD

**01 SAP's "AI-First, Suite-First" Strategy Is Accelerating**

SAP SE has accelerated its M&A strategy in YTD 2026 with Reltio + Dremio + Prior Labs forming a three-layer data platform stack (MDM, open lakehouse, tabular AI) that transforms SAP Business Data Cloud into a comprehensive enterprise AI foundation. Joule autonomous actions reached 1.8M+ per week in Q1 2026. SAP's cloud revenue grew 27%+ YoY — the AI-First strategy is translating directly to accelerating cloud backlog of \$63B+.

**02 Open Data Standards Position SAP Against Snowflake & Databricks**

SAP's commitment to Apache Iceberg, Apache Polaris, and Apache Arrow through Dremio signals a deliberate open-standards play. Unlike Oracle's proprietary lock-in strategy, SAP is building an open enterprise lakehouse to attract non-SAP workloads. Bankers covering open-source data platform assets should note continued SAP appetite in this segment.

**03 SAP SI Partner Multiples Remain Elevated**

Despite macro uncertainty, certified SAP SIs continue to trade at 2–4× revenue / 12–20× EBITDA above broader IT services. Structural driver: the 2027 SAP ECC maintenance deadline creates massive S/4HANA migration demand that talent supply cannot meet. PE-backed aggregators targeting GSI exit remain the most active buyer archetype in the sub-\$50M EBITDA cohort.

**04 RISE with SAP & Agentic AI Create Durable Demand for Specialist SIs**

IBM's Cognitus acquisition, Capgemini's Cloud4C purchase, and Accenture's Faculty AI deal all signal the same demand: enterprises accelerating RISE with SAP migrations require partners combining S/4HANA depth with AI delivery. Only SAP partners with proven Joule/BTP AI integration skills command premium rates. Boutique partners without AI credentials face valuation compression.

**05 SAP Will Not Acquire Consulting Capacity**

SAP's partner strategy is explicit: platform innovation + partner-led delivery. CEO Christian Klein's SAP Sapphire 2026 roadmap reinforces this ecosystem-first approach. Global Strategic Partners (Accenture, Deloitte, IBM, Capgemini, Wipro, TCS) remain highly motivated co-sellers. SAP Pinnacle Award programs incentivize GSI investment. Any direct professional services expansion from SAP would be a material market signal worth monitoring.

# M&A WATCH LIST & SECTOR THEMES — H2 2026 OUTLOOK

## MDM / DATA

### Informatica, Ataccama, Semarchy

Post-Reltio, remaining pure-play MDM and data quality vendors could be tuck-ins. SAP BDC needs broader data governance capabilities. Informatica (post-Salesforce deal failure) represents a major strategic option.

## SUPPLY CHAIN

### Digital Supply Chain SaaS

SAP's Industry Cloud ambitions require deeper supply chain AI capabilities. E2open, Kinaxis, or niche AI logistics platforms could accelerate SAP's manufacturing and CPG vertical strategies post-Dremio and Reltio integrations.

## GRC / RISK

### Healthcare & FinServ AI

SAP targets healthcare and financial services for vertical SAP Business AI expansion. Sector-specific agentic AI startups with domain-trained Tabular Foundation Models represent logical tuck-ins complementing Prior Labs.

## BTP / EXTENSIBILITY

### Low-Code & Integration Platforms

SAP BTP needs richer low-code AI orchestration capabilities to compete with Microsoft Power Platform. Appian, Pega, or niche AI workflow vendors could bolster SAP Build and the Joule agent orchestration layer.

## SAP SI BOUTIQUES

### RISE-Focused Mid-Market SIs

NewRocket, Cask, BRIGHTIDEA — PE-backed boutiques sub-\$150M revenue — offer attractive build-to-sell profiles at 3-4x revenue for GSI buyers.

## GRC / RISK

### Governance, Risk & Compliance

SAP GRC module leadership creates opportunity to expand into AI-driven risk intelligence. Niche GRC SaaS vendors with SAP S/4HANA integrations represent strategic tuck-ins as regulatory complexity increases globally.

## SECTOR OUTLOOK

Demand for SAP S/4HANA migration, RISE with SAP, and SAP Business AI consulting remains one of the strongest in the IT services sector per Solganick research. Both strategic buyers (Accenture, IBM, Capgemini, Deloitte, Wipro, TCS) and private equity firms are competing for SAP-platform-aligned assets. We expect deal volume to accelerate through H2 2026 as AI adoption, ECC migration deadlines, and SAP cloud modernization converge. Scalable, AI-capable SAP partners with \$20M+ revenue meeting Rule of 40 standards command premium exits. Boutique SAP partners without AI proof points or RISE with SAP credentials face multiple compression.

# We have completed 6 SAP partner M&A transactions

- The Silicon Partners acquired iXerv
- Contax acquired Aptelis
- Contax acquired Onshore Partners
- Stefanini acquired CXI
- Alerion Capital Group acquired Navigator Business Solutions
- GP Strategies acquired Hula Partners



SAP Partner	SAP Partner	SAP Partner	SAP Partner	SAP Partner	SAP Partner
has been acquired by	has been acquired by	has been acquired by	has been acquired by	has been acquired by	has been acquired by

# Select M&A Transaction Experience

**Technology Services**

has been acquired by

**Technology Services**

has been acquired by

**Technology Services**

has merged with

backed by

**Technology Services**

has been acquired by

**Technology Services**

has been acquired by

## Highlighted Transaction: *Nextira*

### 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.

**Technology Services**

has merged with

**Technology Services**

has been recapitalized by

**Technology Services**

has been acquired by

**Technology Services**

has been acquired by

backed by

**HR Tech Software**

has been recapitalized by

**Software**

has been acquired by

**Technology Services**

has been acquired by

backed by

**Technology Services**

has been acquired by

**Cybersecurity**

has been acquired by

\*Transaction completed at another investment bank

**Cybersecurity**

has been acquired by

backed by

\*Transaction completed at another investment bank

**Technology Services**

has been acquired by

Artificial Intelligence

Cloud Computing

Data & Analytics

## Disclaimer

This document has been prepared solely for informational purposes and does not constitute investment advice, an offer to sell, or a solicitation of an offer to buy any securities. All financial data, transaction values, and market estimates are derived from publicly available sources including company press releases, SEC filings, Solganick & Co. research, and third-party reports as of May 8, 2026. Undisclosed transaction values are estimated based on market commentary and third-party research. Past M&A multiples are not indicative of future transaction terms. Recipients should conduct their own due diligence and consult with qualified advisors before making any investment decisions. This material is intended for institutional and professional investors only.

Our Team is located in Dallas, Los Angeles, San Francisco, Boston, Tampa

**Contact Us:**  
[mergers@solganick.com](mailto:mergers@solganick.com)

## SECTOR COVERAGE

- AI & Data Analytics
- Cybersecurity
- Technology Services & IT Consulting
- Software & SaaS
- Healthcare Technology
- Education Technology