



Technology

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Industry News

SAP Completes Acquisition of Callidus Software Inc.

[SAP Full Article](#)

SAP SE announced on April 5th that it had completed its acquisition of Callidus Software Inc., a market leader known for its lead to money applications, including sales performance management and configure-price-quote (CPQ). These applications, marketed under the brand CallidusCloud, will provide SAP and its customers a differentiated, cloud-based customer relationship management (CRM) solution, putting SAP in a leading position to compete in the US\$46 billion CRM market.

Dassault Systèmes to Acquire Majority Stake in Centric Software

[Centric Software Full Article](#)

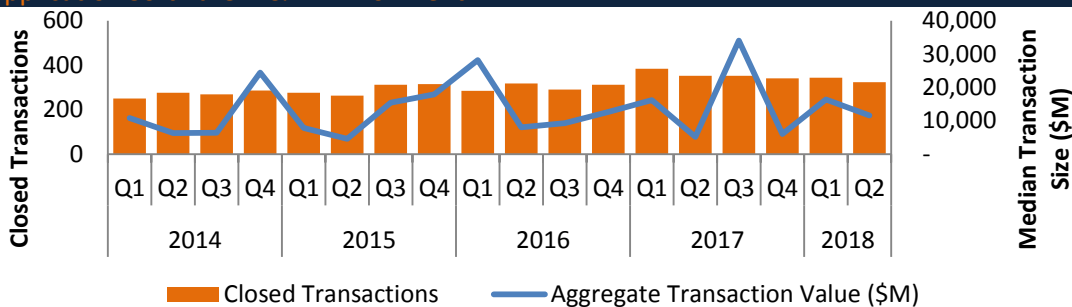
Dassault announced that it has entered into a definitive agreement to acquire a majority stake in Centric Software, a privately-owned industry market leader driving digital transformation with software innovation in the fashion, apparel, luxury and retail sectors. With this investment, Dassault aims to accelerate the digital transformation of companies seeking solutions for the increasingly complex development of collections that respond to today's on-trend and on-demand consumers.

Oracle Acquires Grapeshot

[Oracle Full Article](#)

On April 24th Oracle announced that it signed an agreement to acquire Grapeshot, a provider of brand safety and pre-bid contextual solutions to over 5,000 of the world's leading marketers. The acquisition of Grapeshot will dramatically expand Oracle Data Cloud's ability to improve marketing outcomes for our partners worldwide by adding the important dimension of Context to Oracle Data Cloud's expertise in Audiences and Measurement.

Application Software M&A Environment

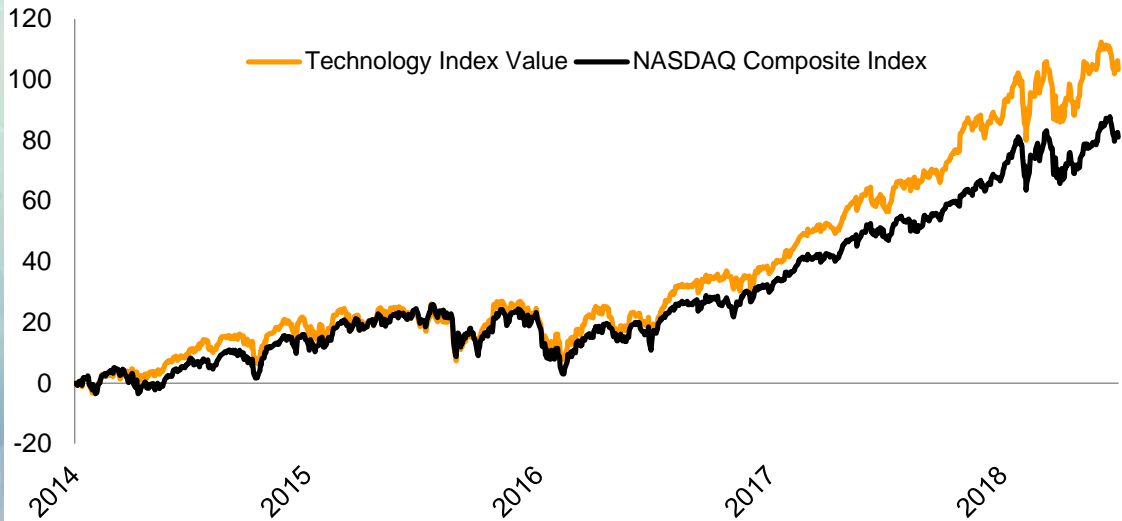


Selected Q2 2018 Application Software Transactions

Date Closed	Target	Buyers/Investors	Enterprise	EV / LTM	
			Value (\$M)	Revenue	EBITDA
6/25/2018	Certain Assets of Velocity Mail	The Descartes Systems Group Inc (TSX:DSG)	26	-	-
6/20/2018	No Magic, Inc.	Dassault Systèmes SE (ENXTPA:DSY)	-	-	-
6/12/2018	CRIF Corporation	Thoma Bravo, LLC	-	-	-
6/12/2018	FacilitySource, Inc.	CBRE Group, Inc. (NYSE:CBRE)	-	-	-
6/4/2018	PowerPlan, Inc.	Roper Technologies, Inc. (NYSE:ROP)	1,110	-	-
5/25/2018	GG Oyun Bilisim Yazilim ve Pazarlama AS	Zynga Inc. (NasdaqGS:ZNGA)	250	-	-
5/23/2018	AziA S.A.	Mitek Systems, Inc. (NasdaqCM:MITK)	50	3.3x	-
5/15/2018	Grapeshot Limited	Oracle Corporation (NYSE:ORCL)	454	-	-
5/14/2018	Cask Data, Inc.	Alphabet Inc. (NasdaqGS:GOOGL)	-	-	-
5/11/2018	Tantan Limited	Momo Inc. (NasdaqGS:MOMO)	775	-	-
5/9/2018	IntelliVision Corp.	Nortek Security & Control, LLC	-	-	-
5/7/2018	Space Time Insight, Inc.	Nokia Corporation (HLSE:NOKIA)	-	-	-
5/3/2018	ONELAN Ltd.	Uniguest Inc.	-	-	-
5/2/2018	Optis SAS	ANSYS, Inc. (NasdaqGS:ANSS)	300	-	-
5/1/2018	Cloud Savings Company Limited	Groupm, Inc. (NasdaqGS:GRPN)	65	-	-
4/30/2018	Vocado, LLC	Oracle Corporation (NYSE:ORCL)	-	-	-
4/20/2018	Software Business of FabSuite, LLC	Trimble Inc. (NasdaqGS:TRMB)	-	-	-
4/20/2018	Detour.Com, Inc.	Bose Corporation	-	-	-
4/8/2018	Kensho Technologies, Inc.	S&P Global Inc. (NYSE:SPGI)	-	-	-
4/6/2018	CAD IT S.p.A. (BIT:CAD)	Quarantacinque Srl	42	0.533	2.7x
4/5/2018	Callidus Software Inc.	SAP America, Inc.	2,426	9.6x	-
4/2/2018	OneContent Business	Hyland Software, Inc.	260	-	-

Technology

While largely mirroring the NASDAQ Composite Index, the Technology market has been steady from an M&A and valuation perspective. Despite recent market volatility, industry valuations remain near all time highs.



As of 6/30/2018

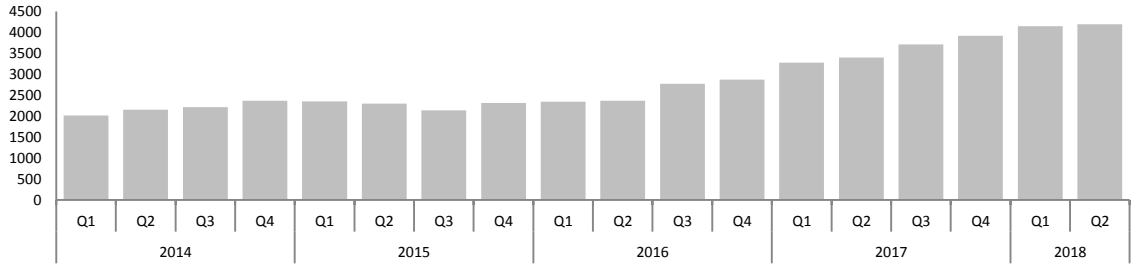
Company Name	Ticker	LTM Financials				Valuation Metrics			LTM Margins	
		Enterprise Value	Revenue	Gross Profit	EBITDA	EV / Revenue	EV / Gross Profit	EV / EBITDA	Gross Margin	EBITDA Margin
Activision Blizzard, Inc.	NasdaqGS:ATVI	\$57,195	\$7,256	\$4,678	\$2,260	7.9x	12.2x	25.3x	64.5%	31.1%
Adobe Systems Incorporated	NasdaqGS:ADBE	\$114,935	\$8,122	\$7,048	\$2,913	14.2x	16.3x	39.5x	86.8%	35.9%
Alliance Data Systems Corporation	NYSE:ADS	\$34,065	\$7,725	\$1,907	\$1,734	4.4x	17.9x	19.6x	24.7%	22.4%
Alphabet Inc.	NasdaqGS:GOOGL	\$681,970	\$117,251	\$67,996	\$36,707	5.8x	10.0x	18.6x	58.0%	31.3%
Amphenol Corporation	NYSE:APH	\$28,539	\$7,318	\$2,401	\$1,728	3.9x	11.9x	16.5x	32.8%	23.6%
Anixter International Inc.	NYSE:AXE	\$3,324	\$7,996	\$1,576	\$369	0.4x	2.1x	9.0x	19.7%	4.6%
Apple Inc.	NasdaqGS:AAPL	\$943,741	\$247,417	\$94,753	\$76,378	3.8x	10.0x	12.4x	38.3%	30.9%
Applied Materials, Inc.	NasdaqGS:AMAT	\$46,516	\$16,484	\$7,497	\$5,078	2.8x	6.2x	9.2x	45.5%	30.8%
ARRIS International plc	NasdaqGS:ARRS	\$6,201	\$6,709	\$1,829	\$818	0.9x	3.4x	7.6x	27.3%	12.2%
Arrow Electronics, Inc.	NYSE:ARW	\$9,668	\$27,951	\$3,465	\$1,242	0.3x	2.8x	7.8x	12.4%	4.4%
Automatic Data Processing, Inc.	NasdaqGS:ADP	\$58,800	\$13,072	\$5,594	\$2,782	4.5x	10.5x	21.1x	42.8%	21.3%
Avnet, Inc.	NasdaqGS:AVT	\$6,146	\$18,584	\$2,499	\$703	0.3x	2.5x	8.7x	13.4%	3.8%
Booz Allen Hamilton Holding Corporation	NYSE:BAH	\$7,882	\$6,172	\$1,443	\$585	1.3x	5.5x	13.5x	23.4%	9.5%
CDW Corporation	NasdaqGS:CDW	\$15,799	\$15,542	\$2,500	\$1,163	1.0x	6.3x	13.6x	16.1%	7.5%
Cisco Systems, Inc.	NasdaqGS:CSCO	\$176,072	\$48,619	\$30,263	\$14,494	3.6x	5.8x	12.1x	62.2%	29.8%
Cognizant Technology Solutions Corporation	NasdaqGS:CTSH	\$44,223	\$15,176	\$5,817	\$3,158	2.8x	7.3x	13.4x	38.3%	20.8%
Conduent Incorporated	NYSE:CNDT	\$5,467	\$5,889	\$1,038	\$700	0.9x	5.3x	7.8x	17.6%	11.9%
Corning Incorporated	NYSE:GLW	\$27,321	\$10,241	\$4,036	\$2,759	2.7x	6.8x	9.9x	39.4%	26.9%
DXC Technology Company	NYSE:DXC	\$28,970	\$24,556	\$6,612	\$5,019	1.2x	4.4x	5.8x	26.9%	20.4%
eBay Inc.	NasdaqGS:EBAY	\$40,492	\$9,844	\$7,577	\$2,989	4.1x	5.3x	13.5x	77.0%	30.4%
Facebook, Inc.	NasdaqGS:FB	\$518,528	\$44,587	\$38,365	\$25,628	11.6x	13.5x	20.2x	86.0%	57.5%
Fidelity National Information Services, Inc.	NYSE:FIS	\$43,564	\$9,041	\$2,937	\$2,552	4.8x	14.8x	17.1x	32.5%	28.2%
First Data Corporation	NYSE:FDC	\$40,795	\$8,331	\$5,211	\$2,929	4.9x	7.8x	13.9x	62.5%	35.2%
Hewlett Packard Enterprise Company	NYSE:HPE	\$29,344	\$30,303	\$8,927	\$2,895	1.0x	3.3x	10.1x	29.5%	9.6%
HP Inc.	NYSE:HPQ	\$37,347	\$55,507	\$10,231	\$4,647	0.7x	3.7x	8.0x	18.4%	8.4%
Insight Enterprises, Inc.	NasdaqGS:INSIT	\$2,124	\$6,989	\$950	\$257	0.3x	2.2x	8.3x	13.6%	3.7%
Intel Corporation	NasdaqGS:INTC	\$244,064	\$64,031	\$39,695	\$27,512	3.8x	6.1x	8.9x	62.0%	43.0%
International Business Machines Corporation	NYSE:IBM	\$161,987	\$80,056	\$36,527	\$16,653	2.0x	4.4x	9.7x	45.6%	20.8%
Jabil Inc.	NYSE:JBL	\$6,443	\$21,347	\$1,690	\$1,366	0.3x	3.8x	4.7x	7.9%	6.4%
Lam Research Corporation	NasdaqGS:LRCX	\$25,101	\$10,296	\$4,755	\$3,196	2.4x	5.3x	7.9x	46.2%	31.0%
Leidos Holdings, Inc.	NYSE:LIDOS	\$11,838	\$10,033	\$1,257	\$1,015	1.2x	4.9x	11.7x	12.5%	10.1%
Mastercard Incorporated	NYSE:MA	\$203,461	\$13,343	\$13,343	\$7,697	15.2x	15.2x	26.4x	100.0%	57.7%
Micron Technology, Inc.	NasdaqGS:MU	\$61,967	\$28,089	\$15,959	\$17,775	2.2x	3.9x	3.5x	56.8%	63.3%
Microsoft Corporation	NasdaqGS:MSFT	\$713,988	\$99,259	\$62,192	\$35,078	7.2x	11.5x	20.4x	62.7%	35.3%
Motorola Solutions, Inc.	NYSE:MSI	\$23,884	\$6,567	\$3,133	\$1,723	3.6x	7.6x	13.9x	47.7%	26.2%
NCR Corporation	NYSE:NCR	\$7,112	\$6,555	\$1,883	\$918	1.1x	3.8x	7.7x	28.7%	14.0%
NetApp, Inc.	NasdaqGS:NTAP	\$17,220	\$5,911	\$3,699	\$1,069	2.9x	4.7x	16.1x	62.6%	18.1%
NVIDIA Corporation	NasdaqGS:NVDA	\$138,498	\$10,984	\$6,740	\$4,160	12.6x	20.5x	33.3x	61.4%	37.9%
Oracle Corporation	NYSE:ORCL	\$169,424	\$39,831	\$31,750	\$16,346	4.3x	5.3x	10.4x	79.7%	41.0%
PayPal Holdings, Inc.	NasdaqGS:PYPL	\$89,363	\$13,804	\$6,400	\$2,645	6.5x	14.0x	33.8x	46.4%	19.2%
QUALCOMM Incorporated	NasdaqGS:QCOM	\$66,728	\$22,605	\$13,016	\$6,544	3.0x	5.1x	10.2x	57.6%	28.9%
Salesforce.com, inc.	NYSE:CRM	\$98,162	\$11,089	\$8,199	\$1,045	8.9x	12.0x	94.0x	73.9%	9.4%
Sanmina Corporation	NasdaqGS:SANM	\$2,242	\$6,887	\$479	\$308	0.3x	4.7x	7.3x	7.0%	4.5%
SYNNEX Corporation	NYSE:SNX	\$5,427	\$19,114	\$1,680	\$712	0.3x	3.2x	7.6x	8.8%	3.7%
Tech Data Corporation	NasdaqGS:TECD	\$4,421	\$38,300	\$2,182	\$628	0.1x	2.0x	7.0x	5.7%	1.6%
Texas Instruments Incorporated	NasdaqGS:TXN	\$108,234	\$15,348	\$9,917	\$7,241	7.1x	10.9x	14.9x	64.6%	47.2%
Visa Inc.	NYSE:V	\$307,042	\$19,355	\$18,701	\$13,193	15.9x	16.4x	23.3x	96.6%	68.2%
VMware, Inc.	NYSE:VMW	\$51,402	\$8,165	\$7,017	\$2,194	6.3x	7.3x	23.4x	85.9%	26.9%
Western Digital Corporation	NasdaqGS:WDC	\$29,367	\$20,372	\$7,506	\$5,724	1.4x	3.9x	5.1x	36.8%	28.1%
Xerox Corporation	NYSE:XRX	\$10,685	\$10,246	\$4,056	\$1,433	1.0x	2.6x	7.5x	39.6%	14.0%

Median	2.9x	6.0x	11.9x	41.2%	23.0%
Mean	4.0x	7.6x	15.4x	44.1%	24.2%

Technology

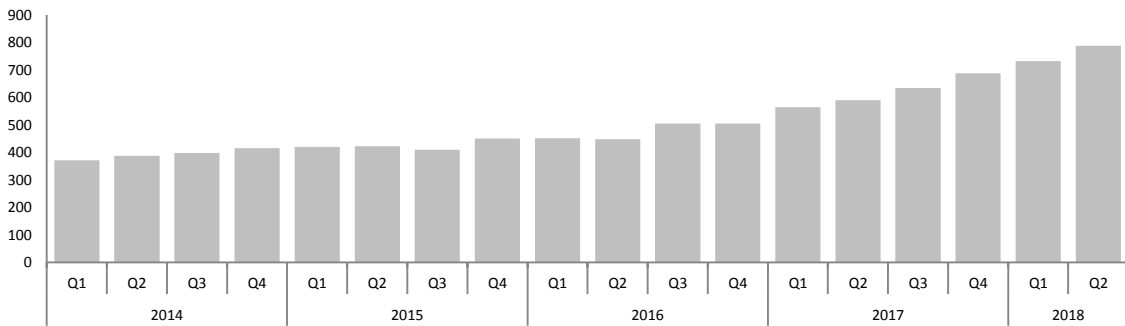
State of the Industry

NASDAQ 100 Technology Index



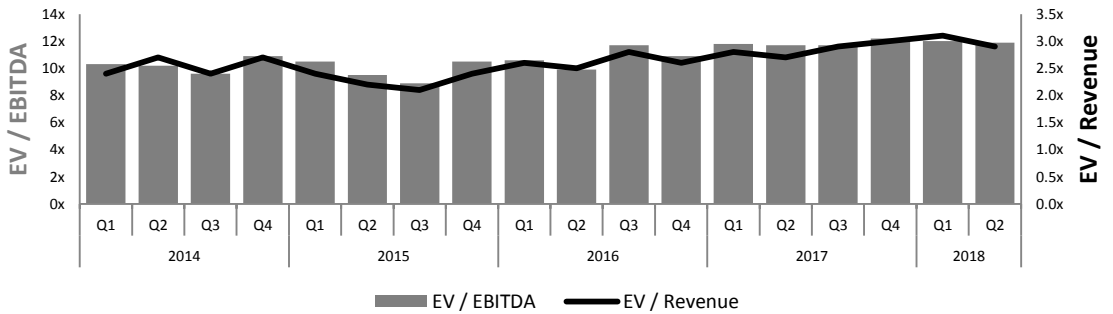
Source: Capital IQ

S&P North American Technology Sector Index



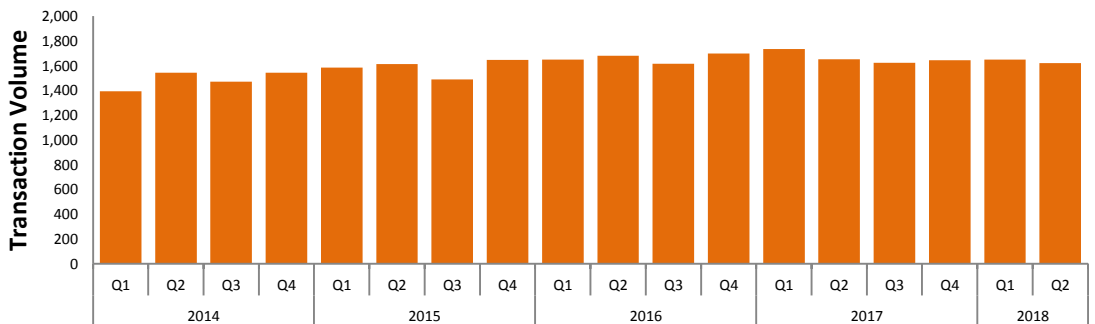
Source: Capital IQ

Industry Valuations



Source: Capital IQ

Technology Transaction Volume



Source: Capital IQ

About Mirus

Mirus has been an active technology deal maker for the last 30 years. Representing professional investors and boards, as well as bootstrapped closely held businesses, Mirus has closed over 100 transactions in industry sectors including: Manufacturing Automation, Software, Hardware and Peripherals, Internet and Digital Media, Telecom and Networking.

Peter Alternative brings over 20 years of experience advising middle market, technology-based companies. He has been a financial advisor to both public and closely-held companies on divestitures, capital raising, recapitalizations, strategic acquisitions, mergers and cross-border transactions. He has managed and closed thirty engagements with companies in numerous segments of information technology and professional services. Peter also is a Registered Securities Representative and holds Series 7, 63 and 79 FINRA certifications. Peter received an MBA with high distinction from Bentley University's McCallum Graduate School of Business, and a BA in Political Science from Hobart College.

"The Mirus team successfully guided us through every aspect of the transaction, from identifying prospective buyers through closing. They conducted a thorough process and we are delighted by the outcome."

Please contact one of our partners today to answer any questions you may have to discuss the future of your business.



Peter Alternative
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alternative@merger.com

Mirus Technology Spotlight

ROC IT Solutions
has been acquired by

ROC IT Solutions, is the leader in intelligent edge data capture for serialized product inventory in the pharmaceutical supply chain. The acquisition positions Tracelink as the only end-to-end platform that enables life sciences companies to capture, process and exchange serialized product data across a digital supply chain network and also more effectively manage warehouse product inventory at the "edge" of the supply chain.

Eutecus
has been acquired by

sensity
now a part of

Eutecus Inc., the global technical leader in embedded video analytics; providing single-chip, multi-channel video and fusion analytics solutions, has been acquired by Sensity Systems Inc., a provider of a leading Internet of Things (IoT) platform for Smart Cities, now part of Verizon. "The combined company will provide customers with leading computer vision powered solutions in a comprehensive IoT platform for Smart Cities," according to Bruce Boes and Peter Alternative, the lead bankers representing Eutecus shareholders in the sale to Sensity Systems.

MAGESTIC SYSTEMS
INCORPORATED
has been acquired by

Magestic Systems provides a variety of integrated manufacturing software solutions for CNC cutting applications of advanced materials such as composites and honeycomb laminates, as well non-composite materials such as heavy plate and sheet metal. Magestic Systems' solutions are used around the world by leading manufactures in the aerospace, automotive, transportation, energy, defense, industrial and construction industries. Autodesk is a leading design, engineering and entertainment software based in San Rafael, California.

ideaPoint
an Anaqua company
has been acquired by

Anaqua
a portfolio company of

IdeaPoint delivers the leading innovation management solution for the global enterprise. IdeaPoint provides full lifecycle management of partnering and collaboration opportunities so that companies can tactically scout, evaluate and seize a range of innovation opportunities, secure strategic partnerships, and manage critical requests, initiatives and alliances. Anaqua helps corporations and law firms turn intellectual property into competitive advantage. Nearly one million IP professionals in over 150 countries use ANAQUA to manage more than a billion dollars in intellectual assets.