



TECHNOLOGY

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Spotlight

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Application Software

Industry News

Biden's New Executive Order Mandates New Software Security Requirements

The Washington Post [Full Article](#)

In response to numerous foreign cybersecurity threats, the Biden administration responded in early May with an executive order. The order laid out a series of measures aimed at strengthening cybersecurity requirements. One such measure was introducing more rigorous security requirements for software companies that partnered with federal agencies. This executive order has been cautiously welcomed by the private sector – many believe that both the private sector and federal agencies will benefit from a more uniform framework.

Cisco Security and WebEx See 'Record-Breaking' Growth

The Channel Company [Full Article](#)

For the first time since the COVID-19 pandemic, Cisco Systems saw positive profits, fueled by tailwinds such as office transformations and hybrid work. By the start of 2021, the enterprise's revenue had increased 7 percent to \$12.88 billion, and revenues reached \$12.57 billion.

The tech giant is also the parent company of Duo and Umbrella, security software companies that have fared well during the pandemic. In the past quarter, Cisco made three major acquisitions including IMI Mobile, Acadia Communications and Dashbase.

IRIS Software Group Acquires Cloud Payroll Application, Staffology

Business Wire [Full Article](#)

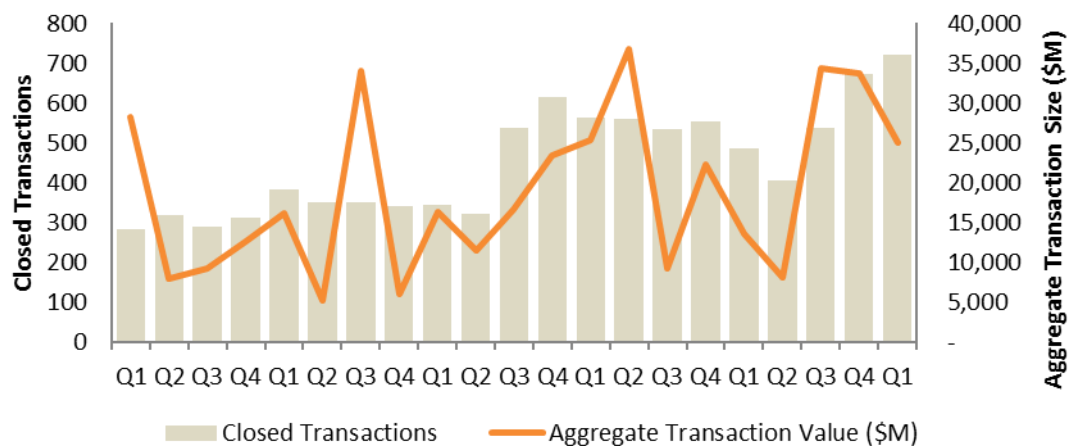
IRIS Software Group (IRIS), one of the UK's largest software companies, has a UK cloud payroll application. IRIS and Staffology seek to revolutionize cloud-based payroll, allowing clients to take advantage of automation tools that make payroll processes more efficient while integrating with other applications. This will assist in "freeing up time and energy to focus on more strategic activity."

Since the pandemic, using cloud-based applications to simplify critical business tasks has been vital to business growth, cost savings and innovation. Executive Chairman of IRIS Software Group Kevin Dady says, "With the accelerated need for digital technologies, the Staffology application is perfectly placed for small to mid-sized businesses that need to access payroll in the cloud."

Application Software

Application Software M&A Environment

Application Software M&A

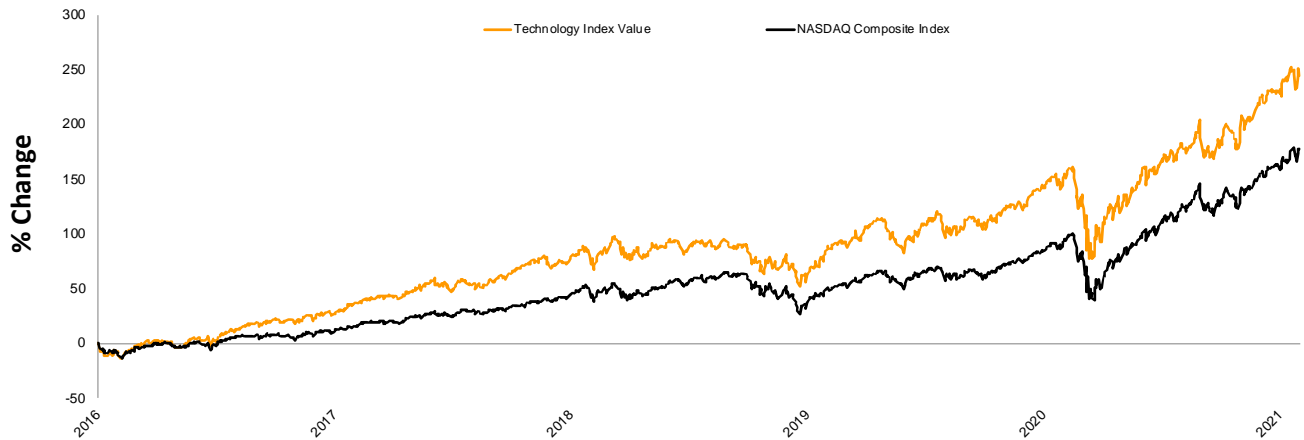


Selected Q1 2021 Application Software Transactions

			Enterprise	EV/LTM	
Date Closed	Target	Buyers/Investors	Value (\$M)	Revenue (\$M)	EBITDA (\$M)
1/1/21	Vilynx Spain	Apple Inc.	50	-	-
1/4/21	Unikum Datasystems	Vitec Software Group AB	-	-	-
1/22/21	Onedot Systems, Inc.	Fiserv, Inc.	283.0	-	-
1/22/21	BCD Safety & Business Support Limited	EcoOnline AS	15	-	-
2/1/21	WAVY Global	Sinch AB	118.85	-	-
2/2/21	OneSaas Pty Ltd	Intuit Inc.	-	-	-
2/18/21	DataFleets Ltd.	LiveRamp Holdings, Inc.	68.0	-	-
3/4/21	Elucd Inc.	Zencity Technologies Ltd.	-	-	-
3/5/21	Signavio GmbH	SAP SE	1,149.15	-	-
3/12/21	Decibel Insight Limited	Medallia, Inc.	195.71	-	-
3/17/21	Municipal Accounting Systems, Inc.	Sylogist USA Inc.	30	6	3
3/22/21	DocSend, Inc.	Dropbox, Inc.	165.0	-	-
3/30/21	Delvit Solutions Pvt. Ltd.	Amazon Technologies, Inc.	15	-	-
3/31/21	Tock Inc.	Squarespace, Inc.	415.0	-	-

Technology

Throughout the first quarter of 2021, the NASDAQ 100 Technology Index rose by 4.47% and the NASDAQ Composite Index rose by 2.78%. In 2021, the technology industry is projected to continue to grow at a CAGR of 4.2%, indicating a steady increase to pre-pandemic levels. The technology sector is expected to reach approximately \$5 trillion market value by the end of 2021.



As of 3/31/2021

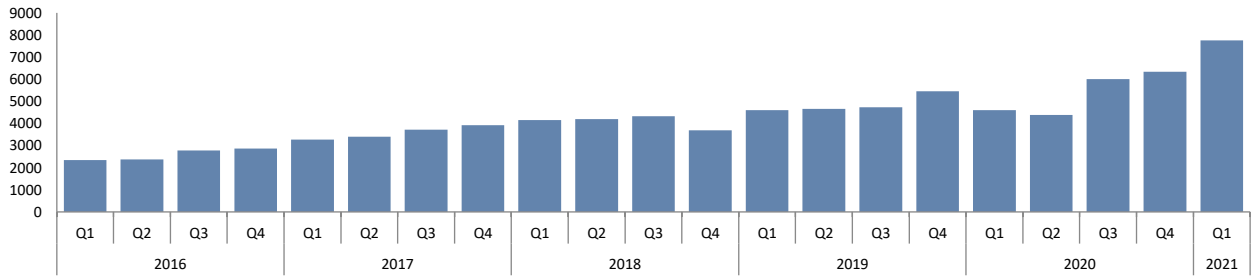
Company Name	Ticker	Enterprise Value	LTM Financials			Valuation Metrics			LTM Margins	
			Revenue	Gross Profit	EBITDA	EV / Revenue	EV / Gross Profit	EV / EBITDA	Gross Margin	EBITDA Margin
Activision Blizzard, Inc.	NasdaqGS:ATVI	\$67,136	\$8,573	\$6,240	\$3,186	7.8x	10.8x	21.1x	72.8%	37.2%
Adobe Systems Incorporated	NasdaqGS:ADBE	\$227,601	\$13,682	\$11,965	\$5,333	16.6x	19.0x	42.7x	87.5%	39.0%
Alliance Data Systems Corporation	NYSE:ADS	\$21,097	\$4,225	\$1,061	\$1,059	5.0x	19.9x	19.9x	25.1%	25.1%
Amphenol Corporation	NYSE:APH	\$41,951	\$9,114	\$2,832	\$2,104	4.6x	14.8x	19.9x	31.1%	23.1%
Apple Inc.	NasdaqGS:AAPL	\$1,980,138	\$325,406	\$129,776	\$99,820	6.1x	15.3x	19.8x	39.9%	30.7%
Applied Materials, Inc.	NasdaqGS:AMAT	\$121,674	\$18,202	\$8,218	\$5,249	6.7x	14.8x	23.2x	45.1%	28.8%
Arrow Electronics, Inc.	NYSE:ARW	\$10,541	\$28,673	\$3,191	\$1,101	0.4x	3.3x	9.6x	11.1%	3.8%
Automatic Data Processing, Inc.	NasdaqGS:ADP	\$81,491	\$14,645	\$6,543	\$3,813	5.6x	12.5x	21.4x	44.7%	26.0%
Booz Allen Hamilton Holding Corporation	NYSE:BAH	\$12,494	\$7,859	\$1,876	\$839	1.6x	6.7x	14.9x	23.9%	10.7%
CDW Corporation	NasdaqGS:CDW	\$26,528	\$18,916	\$3,249	\$1,645	1.4x	8.2x	16.1x	17.2%	8.7%
Cisco Systems, Inc.	NasdaqGS:CSCO	\$203,342	\$48,026	\$30,820	\$15,236	4.2x	6.6x	13.3x	64.2%	31.7%
Cognizant Technology Solutions Corporation	NasdaqGS:CTSH	\$40,508	\$16,828	\$6,213	\$2,948	2.4x	6.5x	13.7x	36.9%	17.5%
Corning Incorporated	NYSE:GLW	\$41,986	\$12,202	\$4,408	\$3,273	3.4x	9.5x	12.8x	36.1%	26.8%
DXC Technology Company	NYSE:DXC	\$12,182	\$18,159	\$3,861	\$2,531	0.7x	3.2x	4.8x	21.3%	13.9%
eBay Inc.	NasdaqGS:EBAY	\$46,161	\$11,165	\$8,371	\$3,628	4.1x	5.5x	12.7x	75.0%	32.5%
Facebook, Inc.	NasdaqGS:FB	\$787,947	\$94,399	\$76,035	\$45,393	8.3x	10.4x	17.4x	80.5%	48.1%
Fidelity National Information Services, Inc.	NYSE:FIS	\$106,185	\$12,697	\$4,320	\$4,234	8.4x	24.6x	25.1x	34.0%	33.3%
Hewlett Packard Enterprise Company	NYSE:HPE	\$32,766	\$26,866	\$8,482	\$4,325	1.2x	3.9x	7.6x	31.6%	16.1%
HP Inc.	NYSE:HPQ	\$42,797	\$57,667	\$10,889	\$5,030	0.7x	3.9x	8.5x	18.9%	8.7%
Insight Enterprises, Inc.	NasdaqGS:INSI	\$4,103	\$8,390	\$1,306	\$352	0.5x	3.1x	11.6x	15.6%	4.2%
Intel Corporation	NasdaqGS:INTC	\$271,833	\$77,712	\$42,450	\$34,670	3.5x	6.4x	7.8x	54.6%	44.6%
International Business Machines Corporation	NYSE:IBM	\$171,866	\$73,779	\$35,859	\$15,822	2.3x	4.8x	10.9x	48.6%	21.4%
Jabil Inc.	NYSE:JBL	\$10,155	\$28,297	\$2,151	\$1,784	0.4x	4.7x	5.7x	7.6%	6.3%
Lam Research Corporation	NasdaqGS:LRCX	\$84,848	\$13,273	\$6,170	\$4,222	6.4x	13.8x	20.1x	46.5%	31.8%
Leidos Holdings, Inc.	NYSE:LDO	\$18,632	\$12,297	\$1,737	\$1,317	1.5x	10.7x	14.1x	14.1%	10.7%
Mastercard Incorporated	NYSE:MA	\$356,264	\$15,447	\$15,447	\$8,741	23.1x	23.1x	40.8x	100.0%	56.6%
Micron Technology, Inc.	NasdaqGS:MU	\$97,327	\$23,503	\$7,216	\$9,656	4.1x	13.5x	10.1x	30.7%	41.1%
Microsoft Corporation	NasdaqGS:MSFT	\$1,729,021	\$159,969	\$109,389	\$75,578	10.8x	15.8x	22.9x	68.4%	47.2%
Motorola Solutions, Inc.	NYSE:MSI	\$36,252	\$7,414	\$3,637	\$1,933	4.9x	10.0x	18.8x	49.1%	26.1%
NCR Corporation	NYSE:NCR	\$8,605	\$6,248	\$1,695	\$665	1.4x	5.1x	12.9x	27.1%	10.6%
NetApp, Inc.	NasdaqGS:NTAP	\$15,032	\$5,590	\$3,721	\$1,080	2.7x	4.0x	13.9x	66.6%	19.3%
NVIDIA Corporation	NasdaqGS:NVDA	\$327,194	\$16,675	\$10,557	\$5,819	19.6x	31.0x	56.2x	63.3%	34.9%
Oracle Corporation	NYSE:ORCL	\$236,500	\$39,691	\$31,989	\$17,649	6.0x	7.4x	13.4x	80.6%	44.5%
PayPal Holdings, Inc.	NasdaqGS:PYPL	\$281,094	\$22,869	\$11,079	\$4,949	12.3x	25.4x	56.8x	48.4%	21.6%
QUALCOMM Incorporated	NasdaqGS:QCOM	\$154,020	\$29,409	\$17,643	\$10,374	5.2x	8.7x	14.8x	60.0%	35.3%
Salesforce.com, Inc.	NYSE:CRM	\$189,579	\$21,252	\$15,814	\$3,123	8.9x	12.0x	60.7x	74.4%	14.7%
Sanmina Corporation	NasdaqGS:SANM	\$2,596	\$6,875	\$532	\$387	0.4x	4.9x	6.7x	7.7%	5.6%
SYNNEX Corporation	NYSE:SNX	\$6,064	\$25,534	\$2,973	\$1,306	0.2x	2.0x	4.6x	11.6%	5.1%
Texas Instruments Incorporated	NasdaqGS:TXN	\$174,990	\$15,421	\$9,978	\$7,342	11.3x	17.5x	23.8x	64.7%	47.6%
Visa Inc.	NYSE:V	\$459,222	\$21,354	\$20,639	\$14,397	21.5x	22.3x	31.9x	96.7%	67.4%
VMware, Inc.	NYSE:VMW	\$64,401	\$11,767	\$9,724	\$2,781	5.5x	6.6x	23.2x	82.6%	23.6%
Western Digital Corporation	NasdaqGS:WDC	\$26,972	\$16,327	\$3,877	\$2,079	1.7x	7.0x	13.0x	23.7%	12.7%
Xerox Corporation	NYSE:XRX	\$7,200	\$6,872	\$2,525	\$764	1.0x	2.9x	9.4x	36.7%	11.1%

Median	4.2x	8.7x	14.8x	44.7%	25.1%
Mean	5.7x	10.7x	19.3x	46.0%	25.7%

Technology

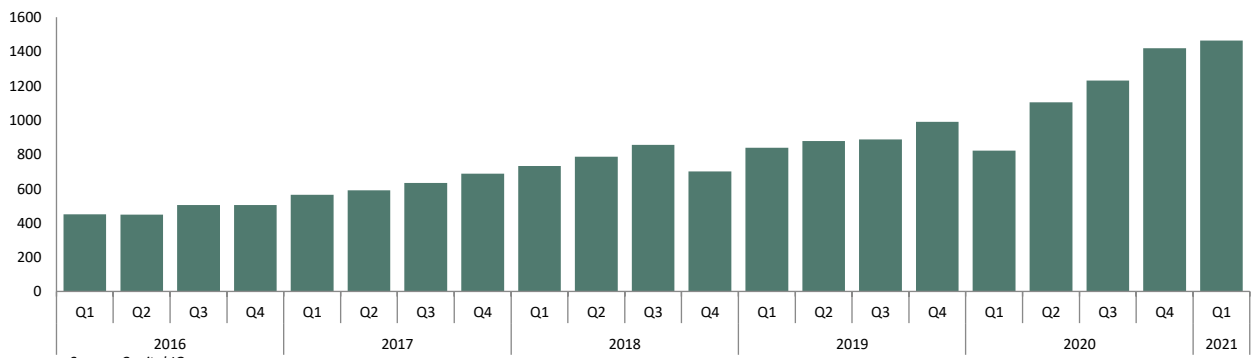
State of the Industry

NASDAQ 100 Technology Index



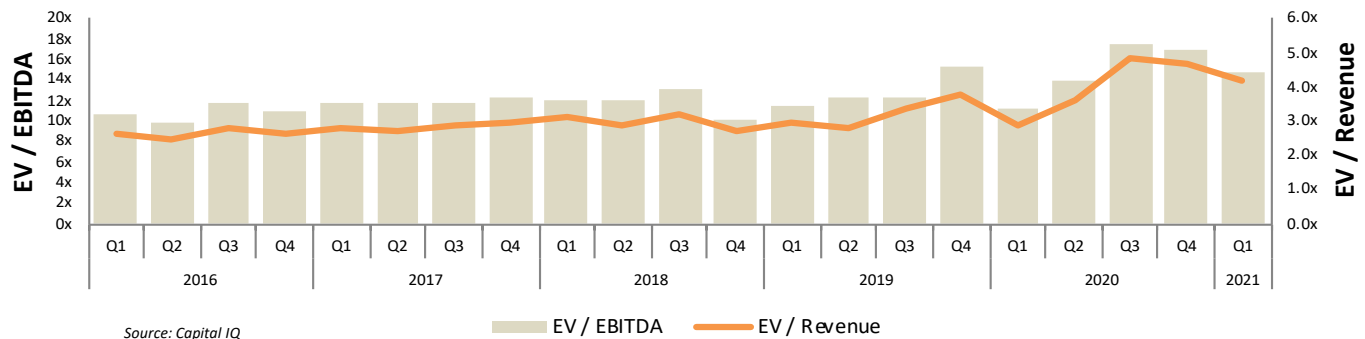
Source: Capital IQ

S&P North American Technology Sector Index



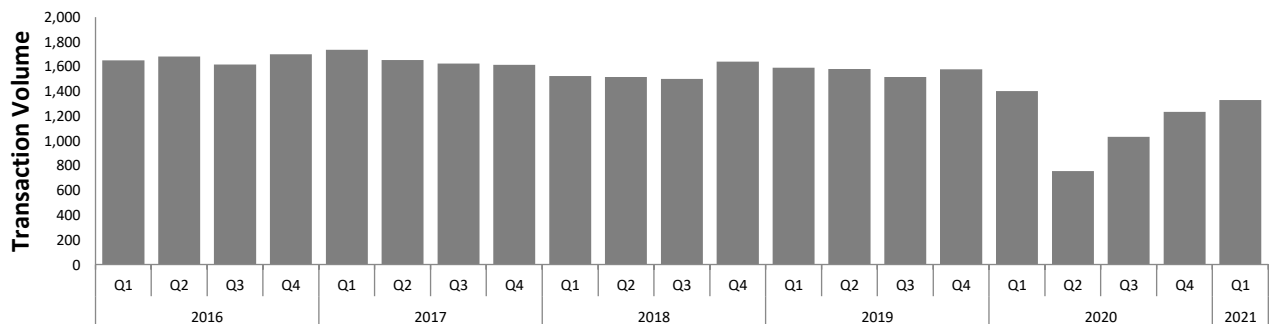
Source: Capital IQ

Industry Valuations



Source: Capital IQ

Technology Transaction Volume



Source: Capital IQ



The Value of Accomplishment

The highest level of expertise and hard work is what accomplishment requires. It's what you deserve and what we do.

- We sweat the small stuff.
- Take a 3:00am call.
- Say yes.
- Say no.
- Dig deeper when things get tough.
- And celebrate with you when your efforts pay off and you can reflect on it all and say, "It's really remarkable what we've accomplished here."
- Then and only then, will we know that we've accomplished something meaningful, too.

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.

Partner Spotlight

As a Partner with Mirus Capital Advisors, Rudy Minar brings over 20 years of experience in investment banking and corporate finance. Prior to Mirus he was a partner at M&A tech boutique AGC Partners. He has completed over 75 financial and advisory transactions aggregating over \$8 billion. Trained as an electrical engineer, Rudy brings deep domain knowledge and extensive relationships within the software and communications and networking sectors. He earned his Masters in International Affairs from Columbia University and received his BSEE from Worcester Polytechnic Institute.



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"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."

Mirus Technology Spotlight



has been acquired by



LiveData Utility Solutions, Inc. provides a leading integration platform to the power generation, transmission, and distribution markets. The Company's RTI Server™ is real-time middleware that can be deployed on-premise or in the cloud and is designed for operational technology (OT) systems. The acquisition extends Oracle Utilities' Network Management System. LiveData Utility Solutions is headquartered in Cambridge, MA.



has been acquired by



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.



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.



has been acquired by



a portfolio company of



MAM Software is a leading global provider of cloud-based business and on-premise management solutions for the auto parts, tire and vertical distribution industries. The company provides a portfolio of innovative software (SaaS and packaged), data (DaaS), and integration (iPaaS) services that enable businesses to intelligently manage core business processes, control costs and generate new profit opportunities. MAM's integrated platforms provide a wealth of rich functionality including: point-of-sale, inventory, purchasing, reporting, data and e-commerce. Kerridge Commercial Systems (KCS) provides specialist software, services and support to deliver fully integrated trading and business management solutions to distributive trades customers, large and small.