

Sales Targets in Iberia

IBSC M&A's Sales Targets database

Below you will find a list of companies within Digital Transformation and IP Software, that are interested in selling or merging with a larger group.

All below companies are located in Spain or Portugal.

Only Sales Targets that are not involved in a sales process are included.

If you are interested in a Sales Target – What then?

In case you are interested in a specific Target, give us a call or drop us a mail. We will then mention your interest to the Target in question, who will then normally give us permission to share data and/or the Information Memorandum with you and setup a VC.

Nº	Description Target	Primary areas
1	<p>Target ST1124 MSP Specialized in Cybersecurity.</p> <p>Description of activity: Specialized in Cybersecurity and Monitorisation of IP structures, offering consultancy, implementation of SW and HW plus aftersales Monitorisation.</p> <p>Main KPI's: Revenue: 10M€ to 12M€ - EBITDA: 800K€ to 1M€ - HR Structure: 90 to 100 employees</p> <p>Comments: Headquarters in Spain with subsidiaries in Mexico and Columbia. The sales are approximately divided equally (33% each) between Spain and these two subsidiaries. Very positive economic development last couple of years.</p> <p>Founded in: 2012 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Software IP Software Cybersecurity SAAS</p>
2	<p>Target ST10620 MSP - Consulting (design of data protection, security and networking solutions)</p> <p>Description of activity: MSP and consulting specialized within data protection, security and networking solutions.</p> <p>Main KPI's: Revenue: 5M€ to 7M€ - EBITDA: 500K€ to 700K€s - HR Structure: 20 to 30</p> <p>Products/Services: data protection 40%; managed services 30%; Networking 14%; security 13%. Certified partner for Cisco, MS, HP, Aruba, Commvault, Check Point, SysAid, Paloalto, Splunk, Kaspersky</p> <p>Customers: Mid-high end customers in industry, tech, public administration and financial sectors.</p> <p>Comments: Fast growing business led by a management team with +20 years of experience within the IT sector. Potential to achive new customers at national level specially in the public sector. Awaiting NDA to be signed.</p> <p>Founded in: 2017 - Ownership: Privately held.</p>	<p>Digital Transformation IT Consultancy MSP Software Cloud Cybersecurity</p>

<p>3</p>	<p>Target ST10510 Printing (Forms), BPO (credit & loyalty cards management) & Communication Services</p> <p>Description of activity: Printing: They offer within specially banking and insurance companies printing services on paper. 21% of revenue. BPO: They handle the entire procedure of credit and loyalty cards. 48% of revenue. Comunication services: All communication for both Printing and BPO are done through own comunication platform. 32% of revenue.</p> <p>Main KPI's: 10M€ to 15M€ - EBITDA: 500K€ to 800K€ - HR Structure: 100 to 150 employees.</p> <p>Comments: Customers mainly within in banking and insurance. Largest customer represents less than 10% of total revenue. The structure of the business has completly changed over the last 3 years with digital services (loyalty and payment cards and communications management) absorbing the decline of the physical printing. Among its main assets are a digital platform for omnichannel communication, a private cloud and datacenters infrastructure and off-set equipment for web-to-web and web-to-sheet continous printing. 90% of the sales are made with customers within bank and insurance sectors for which they have 900M of docs in custody, creating a high degree of dependency. Looking for selling the whole company or the printing activity.</p> <p>Founded in: 2017 - Ownership: Privately held. PE backed</p>	<p>Digital Transformation</p>
<p>4</p>	<p>Target ST00115 Intellectual Property Software development</p> <p>Description of activity: ERP software development sold as SaaS. Includes CRM, web design and development, Web positioning, Graphic design. High percentage of Turnover is recurrent (Maintenance, SaaS)</p> <p>Main KPI's: Revenue: 3,5M€ to 3,8M€ - EBITDA: 1M€ to 1,1M€ - HR Structure: 40-45 employees</p> <p>Comments: Peculiar strategy. They acquire small companies or part of companies only to benefit from Sales Synergies. Makes no integration, but leaves acquired companies with existing setup. Only interested in selling part of his company to benefit from sales synergies being part of larger group.</p> <p>Founded: 1995 - Ownership: Privately held, one owner.</p>	<p>Digital Transformation Software IP Software ERP SAAS</p>
<p>5</p>	<p>Target ST30301 Specialized in solutions for Mainframes</p> <p>Description of activity: It is a company made up of professionals in the ICT Sector with extensive and proven experience in Mainframe environments (IBM z Systems) and Distributed Systems, as well as in key areas of IT such as Enterprise Architecture, Application Lifecycle Management, and Cost Rationalization.</p> <p>Mains KPI's: Revenue 230K to 260K - EBITDA: 150K to 200K - HR Structure: 2 to 5 employees</p> <p>Comments: The company has a portfolio of technological solutions characterized by their excellence, which help organizations to value and optimize traditional IT assets.</p> <p>Two lines of business: - Distribution of third-party SW. It's low volume. But not at the wholesale level. - Services that arise from contact with them. Higher volume arising from SW distribution.</p> <p>Type of Customer: B2C</p> <p>Founded in: 2015 - Ownership: Private held</p>	<p>Digital Transformation IT Consultancy IT Services MSP</p>

<p>6</p>	<p>Target: ST10701 B2C/B2B eCommerce Platform and digital services</p> <p>Description of activity: AI enhanced B2C/B2B eCommerce Platform and digital services. Web engineering company. Business repositioning in 2013 to focus on developing an eCommerce platform enhanced by marketing automation and process engineering. Now focusing on developing SaaS solutions and business intelligence services. Customers among the main players within food & beverage and industrial sectors. Strong web engineering capabilities.</p> <p>Sales breakdown: Platform customization, SaaS, Marketing automation, and BI services 80%; Licenses 15%; Hosting 5%</p> <p>Products/Services: 15% licenses, 5% hosting, 80% customerization of eCommerce platforms.</p> <p>Customers: Important part of business centralized in large food and beverage companies.</p> <p>Main KPI's: Revenue: 1M€ to 2M€ - EBITDA: 100K€ to 200K€ - HR Structure: 30 to 50 employees.</p> <p>Comments: Interesting in merging with a company that can help them build up an international market.</p> <p>Founded in: 2007 - Ownership: Privately held.</p>	<p>Digital Transformation IT Services Software IP Software E-Commerce</p>
<p>7</p>	<p>Target ST11019 SW Development & Consulting</p> <p>Description of activity: Design and implementation of billing and payment solutions for customers in telecom, insurance, financial and utility markets.</p> <p>Main KPI's: Revenue: 1,8M € - 2,2M€ - EBITDA: 160K€ to 200K€ - HR Structure: around 12 employees</p> <p>Comments: 47,5% of revenue comes from tailored solutions, 30% Consulting services, 15% Proprietary solution, 7,5% maintenance & evolutive services. Offers an omnichannel payment gateway (IP) with billing, payment and content & communication management solutions. Customers are typical tier 1 European telecoms and utilities companies.</p> <p>Founded in: 2001 - Ownership: Privately held by the founder & CEO</p>	<p>Digital Transformation IT Consultancy IT Services MSP Software IP Software</p>
<p>8</p>	<p>Target ST10501 IP Software developer within AIDC Automatic Identification & Data Collection</p> <p>Description of activity: IP Software developer within AIDC - Automatic Identification and Data Collection</p> <p>Main KPI's: Revenue: 1,8M€ - 2,2M€ - EBITDA: 160K€ to 200K€ - HR Structure: around 12 employees</p> <p>Comments: Growing customer base due to high demand for data and the strong exposure to logistics and distribution. Split between Products/Services is around Hardware 56%, Software licences 20% and Maintenance contracts 24%. Amongst customers are the main players of the food and retail sectors.</p> <p>Founded in: 2003 - Ownership: Privately held.</p>	<p>Digital Transformation Software IP Software Hardware</p>
<p>9</p>	<p>Target ST10510 Printing (Forms), BPO (credit & loyalty cards management) & Communication Services</p> <p>Description of activity: Printing: They offer within specially banking and insurance companies printing services on paper. 21% of revenue. BPO: They handle the entire procedure of credit and loyalty cards. 48% of revenue. Comunication services: All communication for both Printing and BPO are done through own communication platform. 32% of revenue.</p> <p>Main KPI's: 10M€ to 15M€ - EBITDA: 500K€ to 800K€ - HR Structure: 100 to 150 Persons.</p> <p>Comments: Customers mainly within in banking and insurance. Largest customer represents less than 10% of total revenue. The structure of the business has completely changed over the last 3 years with digital services (loyalty and payment cards and communications management) absorbing the decline of the physical printing. Among its main assets are a digital platform for omnichannel communication, a private cloud and datacenters infrastructure and off-set equipment for web-to-web and web-to-sheet continous printing. 90% of the sales are made with customers whithin bank and insurance sectors for which they have 900M of docs in custody, creating a high degree of dependency. Looking for selling the whole company or the printing activity.</p> <p>Founded in: 2010 - Ownership: Privately held. PE backed.</p>	<p>Digital Transformation IT Services MSP</p>

<p>10</p>	<p>Target ST30126 Digital Transformation</p> <p>Description of activity: They help clients select the best solutions for their business needs and budget to thrive and innovate with software, cloud, data, and AI.</p> <p>To deliver first-class solutions we value and invest in the people behind the technology. The secret to unlocking the untapped potential in IT and innovation is not to just focus on systems and structures - but to infuse people's know-how. Combining technology with human potential is how we transform.</p> <p>Main KPI's: Revenue: EBITDA: - HR Structure: 50- to 200 employees</p> <p>Comments: A global company; with more than 3.300 employees in nearly 40 countries, they operate a global, customer-first, and vendor-agnostic IT consultancy.</p> <p>Founded in: 2002</p>	<p>Digital Transformation IT Consultancy IT Services MSP Software Cloud Artificial Intelligence ERP Cybersecurity I+D TIC</p>
<p>11</p>	<p>Target ST30222 Digital Transformation</p> <p>Description of activity: The company provides SRE services, architecture, and cloud optimization, software development services in devops and cloud environments, and devsecops services. The company collects, relates, and enriches business data from different sources to enable effective, agile, and practical decision-making. The company monitors using different methods such as tracking to collect, digest, correlate, and analyze large volumes of application metrics.</p> <p>The company is an information technology company. Information Technology, Internet Services, Software Cloud Computing, Cloud Data Services, Information Technology</p> <p>Main KPI's: Revenue: 4M€ to 5M€ - EBITDA: 1M€ to 1.5M€ - HR Structure: 20 to 40 employees</p> <p>Founded in: 2015 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Software Cloud</p>
<p>12</p>	<p>Target ST00512 Intellectual Property Software developer</p> <p>Description of activity: Unique IP software installed in +40 countries and with more than 500 partners. To one specific industry.</p> <p>Main KPI's: Revenue: 5M€ to 6M€ - EBITDA: 1M€ to 1,2M€ - HR Structure: 90 to 100 employees</p> <p>Comments: Headquarters in Spain. 60% of sales are done in Spain, 40% outside Spain.</p> <p>Founded in: 2006 - Ownership: Privately held</p>	<p>Digital Transformation Software IP Software Surveillance & Security</p>
<p>13</p>	<p>Target: ST20209 Digital Transformation</p> <p>Description of activity: International expert company developing cutting-edge digital products based on the latest cloud technologies.</p> <p>Main KPI's: Revenue: 26M€ to 30M€ - EBITDA: 2M€ to 3M€ - HR Structure 400 to 500 employees.</p> <p>Comments: Specialized in Google Cloud</p> <p>Founded in: 2004 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy IT Services MSP Software Standard Software Cloud Artificial Intelligence ERP Cybersecurity I+D TIC SAAS E-Commerce</p>

14	<p>Target ST10114 SW Development & Systems Integration</p> <p>Description of activity: Group of companies (5) providing ERP, SW integration and ICT solutions for public, health, industry and sports sectors.</p> <p>Main KPI's: Revenue: 5M to 7M€ - EBITDA: 1M€ to 1,2M€ - HR Structure: 51 to 200 employees</p> <p>Products & Services: SW & IT services Customers: IPSS, Retailers (Optical), Textil Industries, Health Units</p> <p>Founded in: 1987 - Ownership: privately owned by one of the original founders, currently President & CEO.</p>	<p>Digital Transformation IT Consultancy Software IP Software ERP</p>
15	<p>Target ST30214 IT Consultancy company</p> <p>Description of activity: It is exclusively dedicated to Business Intelligence & Analytics solutions based on Qlik® platforms, sw distributor</p> <p>Main KPI's: Revenue: 15M€ - HR Structure: 4 to 10 employees</p> <p>Founded in: 2001 - Ownership: Private held</p>	<p>Digital Transformation IT Consultancy IT Services Software</p>
16	<p>Target ST10510 SW developer (Intellectual property) for healthcare sector</p> <p>Description of activity: Having as main products workflow SW for medical examinations and tests, (currently prescribed by 300 doctors in 12 medical areas), workflow SW for tele radiology, EPM (enterprise patient management) for medical clinics and SW for control of infections and antibiotics administration. Offer platform for populational tracking on cancer (colon, uterine neck and breast), diabetes and sleep. Recently won the public offer for the implementation of the populational tracking platform at country level.</p> <p>Sales breakdown: Products/Services: Workflow SW sales accounts for 40% of total sales; sales recurrency >70% (maintenance contracts; SaaS) covering 100% of fixed costs. Customers: +400 customers within the NHS; +200 private sector; 35 international (brasil)</p> <p>Main KPI's: Revenue: 2M€ to 5M€ - EBITDA: 800K€ to 1,5M€ - HR Structure: 50 to 100 employees</p> <p>Comments: Robust products and strong management team able to expand the business internationally.</p> <p>Founded in: 2001 - Ownership: Privately held. One owner.</p>	<p>Digital Transformation Software IP Software TIC Health</p>
17	<p>Target ST30315 Digital Transformation</p> <p>Description of activity: it is a digital consulting company that offers services in data management, CRM, and strategic management. Information Technology, Professional Services, Sales and Marketing, Software. Consulting, CRM, Digital Signage, Information Technology.</p> <p>Main KPI's: Revenue: 1M€ to 2M€ - HR Structure: 10 to20 employees</p> <p>Comments: Digital transformation, especially in HubSpot... (direct competition from Salesforce).</p> <p>Founded in: 2019 - Ownership: Privately held</p>	<p>Digital Transformation</p>
18	<p>Target ST30315 Digital Transformation</p> <p>Description of activity: High Added Value Services in Information Technology, specialized in Oracle and Cyber-Security.</p> <p>Main KPI's: Revenue: 1M€ to 2.5M€ - EBITDA - HR Structure: 5 to 15 employees</p> <p>Founded in: 1993 - Ownership: Privately held</p>	<p>Digital Transformation</p>

19	<p>Target ST11410 Digital Transformation</p> <p>Description of activity: Soluciones TIC, Cloud Computing, Big Data.</p> <p>Main KPI's: Revenue: 8M€ to 9M€ - EBITDA: 1.5M€ to 2M€ - HR Structure 150 to 180 employees</p> <p>Founded in: 1992 - Ownership: Privately Held</p>	<p>Digital Transformation IT Consultancy IT Services MSP Software IP Software Cloud Artificial Intelligence</p>
20	<p>Target ST21115 Digital Transformation</p> <p>Description of activity: IT Services, Customer Services and SAT Services</p> <p>Main KPI's: Revenue: 7M€ to 10M€ - EBITDA: 80K€ to 100K€ - HR Structure: 200 to 250 employees.</p> <p>Comments: The company is specialized in providing online services. The company has two business lines: Contact Center services and online IT assistance. The company professionally and centrally manages all communications between an organization and its clients, allowing them to focus on their business. The company has specialized know-how and we have the necessary technology to manage our clients' contacts.</p> <p>Founded in: 2003 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy IT Services MSP Time & Materials Software Standard Software Cybersecurity TIC</p>
21	<p>Target ST21102 Digital Transformation</p> <p>Description of activity: This company offers software products and services that help companies and administrations around the world improve their productivity. Their software is carefully designed to achieve a very smooth user experience even in critical environments. We start from a very reliable and fast system designed to facilitate use and improve productivity.</p> <p>Main KPI's: Revenue: 7.2M€ - EBITDA: 1M€ - HR Structure: 200 to 300 employees.</p> <p>Founded in: 2006 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Software IP Software Cloud I+D TIC</p>
22	<p>Target ST21013 SW Development Outsourcing</p> <p>Description of activity: Outsourcing of SW development activities for customers mainly within finance and insurance sectors.</p> <p>Main KPI's: Revenue: 3M€ - EBITDA: 1M€ - HR Structure: 30 to 60 employees</p> <p>Sales Breakdown: Products & Services: outsourcing services; two own products, one recently launched and other to be launched Q1 22</p> <p>Founded in: 2009 - Ownership: Privately owned by the founder CEO</p>	<p>Digital Transformation IT Consultancy IT Services MSP Software Cybersecurity I+D TIC</p>
23	<p>Target ST10615 HR Outsourcing - Time and materials</p> <p>Description of activity: Outsourcing with 200 consultants working in client's facilities (Main SW integrators and final customers across tech, finance and Telco). In 2020 Started a Cybersecurity business based on a code audit (php, msnet) branch and a private labeled platform developed through a partnership with Brazilian army, having installed a branch in Brazil with 15 people. Still in beta phase. Aim to migrate to a nearshore model in order to increase profitability.</p> <p>Main KPI's: Revenue: 10M€ to 15M€ - EBITDA: 700K€ to 1,500K€ - HR Structure: 250 to 300</p> <p>Sales breakdown: Products/Services: Mayor part centralized in time and materials. Customers: Large SW integrators (Indra, Acensure, Deloitte, KPMG etc.), telco and banking.</p> <p>Comments: In process of converting business to become more a nearshore model. Awaiting NDA to be signed.</p> <p>Founded in: 2007 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Cybersecurity</p>

24	<p>Target ST01210 Intelligent Process Automation - Manages Services Provider (MSP)</p> <p>Description of activity: Company focused on business automation delivering automation solutions that empower enterprises to solve high value problems across critical areas. Other services include Digital Product building and other software & AI-related services. Approx. 70% of Turnover is recurrent (Maintenance, SaaS)</p> <p>Main KPI's: Revenue: 8M to 10M Euros - EBITDA Range: 800K to 1M Euros - HR Structure: 120 to 140 employees</p> <p>Comments: Headquarters in Spain with subsidiary in USA. Approx. 70% of Turnover is recurrent (Maintenance, SaaS)</p> <p>Sales breakdown: Products/Services: Customers: Mid and large companies that need automation of maintenance tasks, accurate pharmaceutical data forecasting with AI, better online experience, automation of sales processes, marketing with AI etc.</p> <p>Ownership: Privately held</p>	Digital Transformation
25	<p>Target ST30302 Digital Transformation</p> <p>Description of activity: Company creates cybersecurity technologies for the protection of critical infrastructures against next-generation threats. Their solutions include intact mail, trap code, critical events, delfos, and virtual SOC. They respond to customer inquiries by contact form and email. The company provides cybersecurity solutions for MSSPs, SOCs, and large companies. Cyber Security, Fraud Detection, Infrastructure, Network Security. Financial Services, Information Technology, Other, Payments, Privacy and Security.</p> <p>Main KPI's: Revenue: 20M€ - EBITDA 600K€ to 900K€ - HR Structure: 10 to 20 employees</p> <p>Comments: Company is manufacturer of cybersecurity applications for SOC centers. They make applications for SOC centers (MDR's). Hardly anyone in the market offer this, apart from Dell with TAEGIS and SIEMPLIFY (acquired by Google). For the market there exist only cybersecurity applications made directly for the end-users (not for the SOC centers). They are in a kind of M&A process.</p> <p>Founded in: 2014 - Shareholders: Privately held, one owner</p>	Digital Transformation Software IP Software Cybersecurity
26	<p>Target ST30323 Digital Transformation</p> <p>Description of activity: Typical MSP and consulting specialized within data protection, security and networking solutions. Services: 30% Rest is HW: 70% Typical MSP and consulting specialized within data protection, security and networking solutions.</p> <p>Main KPI's: Revenue: 6M€ - EBITDA: 500K€ to 700K€ - HR Structure: 20 to 50 employees</p> <p>Products/Services: data protection 40%; managed services 30%; Networking 14%; security 13%. Certified partner for Cisco, MS, HP, Aruba, Commvault, Check Point, SysAid, Paloalto, Splunk, Kaspersky Customers: Mid-high end market at regional level (North of Portugal) with customers in industry, tech, public administration and financial sectors.</p> <p>Founded in: 2017 - Ownership: Privately held. 3 Owners (65%, 30%, 5%)</p>	Digital Transformation IT Consultancy IT Services MSP Time & Materials Software Artificial Intelligence I+D TIC SAAS
27	<p>Target ST11012 SW Development Outsourcing</p> <p>Description of activity: SW and low code app development delivered by a team of 70+ engineers and developers.</p> <p>Main KPI's: Revenue: 4,1M€ - EBITDA: 1M€</p> <p>Sales Breakdown: Products & Services: 60% sw development, 40% infrastructure services (devOps, Cloud) sw development and managed services Customers: Tier 1 Luxury, Fashion and Biotech western-european customers.</p> <p>Ownership: privately owned by the founder CEO and an industrial investor.</p>	Digital Transformation IT Consultancy Software

28	<p>Target ST20306 Digital Transformation</p> <p>Description of activity: The company is a consultancy and development company for highly complex information systems. Present in several business areas, in the public and private sector, they offer unique and adaptable solutions to each business with a formula present in 3 strategic pillars: Performance, Security and Usability.</p> <p>Main KPI's: Revenue: 1M€ to 1.5M€ - EBITDA: 150K€ to 200K€ - HR Structure: 20 to 30 employees</p> <p>Comments: The types of customers: Public administration. Target middle-sized private companies.</p> <p>Founded in: 1998 - Ownership: Privately held, one owner</p>	<p>Digital Transformation IT Consultancy IT Services Software IP Software SAAS</p>
29	<p>Target ST30310 Digital Transformation, Software IP</p> <p>Description of activity: The big data revolution in the automotive sector. CRM and digital marketing 360 AVI processes, MKT 360.</p> <p>Main KPI's: Revenue: 1.5M€ to 2M€ - EBITDA: 200K€ to 300K€ - HR Structure: 30 to 50 employees</p> <p>Founded in: 2016 - Ownership: Privately held</p>	<p>Digital Transformation Software IP Software</p>
30	<p>Target ST10202 Digital Transformation</p> <p>Description of activity: The Company is one of the key players in the landscape of Internet of Things' (IoT), specifically in the mobility sector. It counts with signature brands as partners and customers, including Telefonica, Bell and Santander Bank. Secure, scalable, and agnostic to data sources, their Cross-Mobility Platform (XMP) is a SaaS that leverages mobility data to enable companies from different industries (telecommunications, transportation, insurance, finance, infrastructure...) to build, launch and scale a wide range of use cases that can benefit both them and their customers. This allows companies to unlock the value of their mobility data, create new business opportunities and contribute to a more sustainable mobility.</p> <p>Main KPI's: Revenue: 6M€ to 7M€ - EBITDA: 1M€ - 1.5M€ - HR structure: 30 to 40 employees</p> <p>Comments: Specialties in M2M, IoT, Internet of Things, Connected Car, Big Data, Machine Learning, UBI, Connected Mobility, Telematics, Data Mobility, AI, and Mobility Platform</p> <p>Founded in: 2011 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Software IP Software</p>
31	<p>Target ST01211 Intellectual property Software platform for collaborative innovation management</p> <p>Description: A software platform developed specially to increase collaborative innovation in large corporations. This SW manages the publication of innovation challenges within the corporate, unlocking to any employee the possibility to propose innovative ideas.</p> <p>Sales breakdown: Products/Services: All Turnover is SaaS. Customers: Presently used in companies like Vodafone, BBVA, Banco Santander, Acciona - More than 30,000 users.</p> <p>Expectations Enterprise Value: 2,6M Euros</p> <p>Comments: The main asset of the company is the software platform (6 years of development)/ SAAS, collaborative, code quality, documentation, security, methodology and of course the rights to distribute this software.</p> <p>Ownership: Privately owned.</p>	<p>Digital Transformation</p>

<p>32</p>	<p>Target ST11018 ERP Implementor</p> <p>Description of activity: Implementation of ERP solutions based on PHC and proprietary templates mainly for retail customers.</p> <p>Main KPI's: Revenue: 1M€ - EBITDA: 250K€ - NIBD: Cero - NWC: 268K€</p> <p>Sales Breakdown: 42% HW, 24% SW, 32% Services</p> <p>Products & Services: PHC/ERP implementation, HW sales and configuration, maintenance and support services</p> <p>Customers: Sales are highly concentrated in 2 loyal medium/large Retail customers</p> <p>Ownership: privately owned by the founder CEO and an industrial investor.</p>	<p>Digital Transformation ERP</p>
<p>33</p>	<p>Target ST20204 Digital Transformation, MSP</p> <p>Description of activity: Specialist in cybersecurity, consulting IP and web.</p> <p>Main KPI's: Revenue: 6M€ to 8M€ - EBITDA: 400K€ to 500K€ - HR Structure: 200 – 220 employees</p> <p>Sales breakdown:</p> <p>Products/Services: MSP, Digitalization</p> <p>Relation Products / Services: 100% services!</p> <p>Customers: Health areas, Public administration, Town Halls, (85% public, 15% private).</p> <p>Founded in: 2007 - Ownership: Privately held, Sellers's family.</p>	<p>Digital Transformation IT Consultancy IT Services MSP Time & Materials Software Cybersecurity Networking</p>
<p>34</p>	<p>Target ST0115 Digital Transformation, MSP</p> <p>Description of activity: Added Value Reseller. Specialized in IT Outsourcing, Time and Materials, IT Security, Digitization, Project Development, Managed Services, Consulting, Maintenance, IT Security</p> <p>Main KPI's: Revenue: 4 to 7M€ - EBITDA: 300K€ to 500K€ - HR Structure: 100 to 150 employees</p> <p>Sales breakdown:</p> <p>Products/Services: Sell only SW, no HW</p> <p>Customers: Customer numbers per year: +70 - Largest customer represents only about 15% of turnover. Turnover around 80% recurrent. Main clients are in banking, insurance, public administration and industry. Most of their customers are large multinational companies that require authorization to work with.</p> <p>Comments: Very positive evolution last few years. Owner is between 40 and 50 years old. I find him a competent, reasonable and very agreeable person. Interested in continuing working in the company.</p> <p>Founded in: 2007 - Ownership: Privately held, one owner.</p>	<p>Digital Transformation IT Consultancy MSP Time & Materials Software Surveillance & Security E-Commerce</p>
<p>35</p>	<p>Target ST21107 Digital Transformation</p> <p>Description of activity: Company offers consulting services, business process outsourcing (BPO) and technological transformation services.</p> <p>Main KPI's: Revenue: 4M€ to 5M - EBITDA: 1M€ to 2M€ - HR Structure: 70 to 90 employees</p> <p>Comments: They are looking for service companies that invoice 8-10M. Star product is Salesforce implementation. (Oracle).</p> <p>Founded in: 1996 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Time & Materials Surveillance & Security E-Commerce</p>

36	<p>Target 30217 Digital Transformation</p> <p>Description of activity: The company is the leading Managed Services ICT systems , and expert in Accommodation and Management Services and Application Reviews Spanish company. Based in Cantabria and more than 5,000 customers , the model of managed services where customers pay only for use, enabling them to optimize their ICT resources. The company provides Technology and Mobility solutions to public and private sector. Industries: Internet Services, Software</p> <p>Main KPI's: Revenue: 2M€ to 3.5M€ - EBITDA: 700K€ to 900K€ - HR Structure: 40 to 60 employees</p> <p>Comments: Active customers: 30. Especially in distribution: e.g. Inside automotive, food, construction, component manufacturers, chemicals. They develop applications and solutions with their own sw. Digital transformation in large accounts. - B2B Ecommerce. Web pages. Between companies. - Electronic catalogues. E.g. Automobile catalog (customer is the largest in the world). Catalogs is automatically updated according to the customer's ERP. - General digital transformation. Clients: Large industrialists</p> <p>Founded in: 2003 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy IT Services Software IP Software Cloud</p>
37	<p>Target ST10523 SW Quality Assurance (SW Testing/Code assurance)</p> <p>Description of activity: End-to-end Software Quality and Engineering services.Offers customers Professional Services to help deliver businesses innovations that drive technological progress for the benefit of wider society. SW validation through integration and acceptance tests typically for outsourcing companies developing SW for final customers (80% of the total sales) and for customers that don't develop SW but need to integrate new programs/features into their systems (20% of the sales).</p> <p>Sales breakdown:</p> <p>Products/Services: 90% Quality services, 10% business analyzes and sw development (java+, .net)</p> <p>Customers: 80% of revenue comes from offering MSP's and resellers the test, validation and certification as ISTQB (Certifying Software Testers Worldwide) of special sw to large coporates (BNP, Nokia-Siemens. Expeo Group is the main client coping 30% of the sales aprox. Tipycal customers are: big national enterprises, mainly from infrastructures (REN) and utilities sectors, international companies with research activities or operation centers in Portugal (BNP Paribas, Nokia) and multinational consulting companies with service center/nearshore operations in Portugal (CGI, Everis, Hitachi, ...).</p> <p>Main KPI's: Revnue: 1,5M€ to 2,5M€ - EBITDA: 150K€ to 250KE - HR Structure: 10 to 30 employees</p> <p>Comments: Interesting target for IT consulting firms and MSP as ST offers special privileged access to large companies.</p> <p>Founded in: 2002 - Ownership: Privately held.</p>	<p>Digital Transformation IT Consultancy MSP Software</p>
38	<p>Target ST30217 Specialized in Cloud Transformation</p> <p>Description of activity: Specialized in Digital Trasformation with special focus on Cloud and offering services as IaaS and Consultancy. They have own Cloud and works specially with Azure.</p> <p>Main KPI's: Revenue: 1,1M€ to 1,3M€ - EBITDA: 900K€ to 1,1M€ - HR: 15 to 30 employees</p> <p>Founded in: 2005 - Ownership: Privately held by one person.</p>	<p>Digital Transformation</p>
39	<p>Target ST11005 IP Software developer. Platform for Business Automation applications.</p> <p>Description of activity: Offering a platform that helps develop Business Automation applications. Customers mainly within HR, Finance and Banking (compliance). All Cloud based and sold as SaaS.</p> <p>Products & Services: Cloud based Platform for process automation and data capture, structuring and integration.</p> <p>Main KPI's: Revenue: 1,1M€ to 1,3M€ - HR Structure: 20 to 50 employees</p> <p>Founded in : 2012 - Ownership: Privately held.</p>	<p>Digital Transformation IT Consultancy Datacenter</p>

40	<p>Target ST10205 Digital Transformation</p> <p>Description of activity: Specialization in the infrastructure of Information Systems, as well as in the exploitation of the same through the Data Center and with Outsourcing capacity. Business lines are - Data Center, Service Management Solutions, Systems Integration and Communications and Business Software Engineering.</p> <p>Main KPI's: Revenue: 3M€ to 3.6M€ - EBITDA: 500K€ to 700K€ - HR Structure: 30 to 40 employees</p> <p>Founded in: 1999 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy IT Services Cloud SAAS Surveillance & Security</p>
41	<p>Target ST10413 Intellectual property Virtual Reality Software developer</p> <p>Description of activity: Intellectual property software of state of the art Virtual Reality SW for professional use in industrial sectors like automotion, marketing and promotion, training, tourism etc. etc. The SW has a competitive edge compared others in the market. Profound experience from more than 500 SW projects in more than 20 countries. Typical customers are large industrial companies</p> <p>Main KPI's: Revenue: 3,5M€ to 4M€ - HR Structure: 45 to 50 employees</p> <p>Founded in: 2004 - Ownership: Privately held</p>	<p>Digital Transformation IT Consultancy Software IP Software Artificial Intelligence</p>
42	<p>Target ST0420 Digital Transformation</p> <p>Description of activity: Specialized in Digital Transformation, Cybersecurity, Network Optimization, Infrastructure and Collaboration. Owner is between 40 and 50 years old that would like to reinvest and continue. Average growth per year last 8 years: 10%</p> <p>Sales breakdown: Products/Services: Approx. 70% of Turnover is recurrent (Maintenance, SaaS) Customers: Approx. 70% of Turnover is recurrent (Maintenance, SaaS)</p> <p>Main KPI's: Revenue: 4,5M€ to 5M€ - EBITDA: 300K€ to 500K€ - HR Structure: 30 to 40</p> <p>Founded in: 2014 - Ownership: Privately held, one owner.</p>	<p>Digital Transformation IT Consultancy IT Services MSP Software Standard Software Cloud Cybersecurity Hardware</p>
43	<p>Target ST20202 Digitalization of Cities - IoT solutions, cybersecurity, Big Data, and artificial intelligence</p> <p>Description of activity: Specialized in IoT solutions, cybersecurity, Big Data, and artificial intelligence. Digitization of cities and territories within areas of Energy, Cybersecurity and IoT. Sold mainly as SaaS. Solutions installed in +500 cities. They are looking for a powerful partner. Provides consulting services allying business & tech advising and project management in the areas of energy & environment (smart grids), mobility, healthcare, telco & media, defence & security, public services. Customers are mainly within healthcare, telco and media and public administration.</p> <p>Main KPI's: Turnover: 10M€ - HR Structure: 20 to 30 employees Cartera de pedidos valor de 50M para 2022 y 2023.</p> <p>Founded in: 2010 - Ownership: Privately held.</p>	<p>Digital Transformation IT Consultancy IT Services IP Software Cloud Cybersecurity SAAS Surveillance & Security</p>
44	<p>Target ST30310 Digital transformation, Cybersecurity and Infrastructure.</p> <p>Description of activity: Specialized in design and implementation of IT infrastructures, Cybersecurity and cloud implementation. Have their own datacenter (they don't own the HW). Largest customer represents around 10%. Small but with technical presence in very attractive areas but lack commercial structure.</p> <p>Main KPI's: Revenue: 700K€ to 800K€ - EBITDA: 60K€ - HR Structure: 10 employees (all technicians)</p> <p>Founded in: 2017 - Ownership: Privately held. Two owners with 50% each.</p>	<p>Digital Transformation IT Consultancy Cloud Cybersecurity Datacenter</p>

<p>45</p>	<p>Target ST10725 Digital transformation and Tech Strategic Consulting</p> <p>Description of activity: Provides consulting services allying business & tech advising and project management in the areas of energy & environment (smart grids), mobility, healthcare, telco & media, defence & security, public services. Customers are mainly within heathcare, telco and media, public administration.</p> <p>Main KPI's: Revenue: 2M€ - HR Structure: 20 to 30</p> <p>Founded in: 2013 - Ownership: Privately held.</p>	<p>Digital Transformation IT Consultancy IT Services Software Health</p>
<p>46</p>	<p>Target ST31219 Software, HW, Consulting, Marketing, Security</p> <p>Description of activity: Digital transformation, help desk, communication and business IT Services and Solutions</p> <p>Main KPI's: Revenue: 560K€ to 800K€ - EBITDA: - HR Structure: 8 to 10 employees</p> <p>Founded in: 1996 - Ownership: Privately held, one owner.</p>	<p>Digital Transformation IT Consultancy Marketing Security</p>
<p>47</p>	<p>Target ST301214 Digital Transformation, Cloud, Cybersecurity, HW and Maintenance</p> <p>Description of activity: The company offer comprehensive solutions in the creation, adaptation, and renewal of technological and IT structures, personalized Consulting and Auditing, and ultimately the development of all types of Ad Hoc Projects.</p> <p>Main KPI's: Revenue: 4M€ to 5M€ - EBITDA RATIO 12% - HR Structure: 25 to 35 employees</p> <p>Founded in: 2000 - Ownership: Privately held, 5 shareholders.</p>	<p>Digital Transformation IT Consultancy Cloud Cybersecurity Hardware</p>