

Acquisitions Search

PROJECT ROYAL

Sellside Group represents a financial buyer interested in purchasing B2B Software or Tech-Enabled Services businesses.

Business Characteristics:

- Mission critical software or services
- High recurring revenue (60%+)
- 95%+ net customer retention
- Diversified customer base
- High switching costs

Investment criteria:

- Annual Recurring Revenue: **\$3mm - \$30mm+**
- EBITDA Positive
- Gross Margin: **70%+**
- B2B and B2G providers with contractual customer relationships
- Sectors of interest to include but not limited to:
 - Cybersecurity & IOT
 - Industrial / Manufacturing
 - Financial Services
 - Corporate Training
 - Legal
 - Healthcare
 - Education
 - Marketing

The acquiring firm is dedicated to supporting the success of lower middle-market companies. The firm operates as an extension of the investee company's team as its investment model is founded on true collaboration with founders and CEOs. They aim to create an environment where investee companies feel supported and positively challenged.

BUYER HIGHLIGHTS

- ✓ As founders themselves, they respect the business and culture you have established and are committed to continued success under new or existing leadership through flexible deal structures
- ✓ Their team builds enduring businesses through sustainable growth, long-term value creation, and strategic excellence
- ✓ Buyers provide strategic and operational support to help scale your business and ensure success.
- ✓ Founders are Bank of America Alums and experienced operators with a proven track record of scaling SaaS businesses

Interested in companies headquartered in:
United States or Canada

Project Contacts

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If you would like to discuss the opportunity in greater detail, we would like to arrange a brief call prior to executing a confidentiality agreement and introducing you to the strategic buyer.

