

## **M&A Services for Mid Market ICT Companies**

Communicate! Management GmbH (**Communicate!**) is an organisation specialising in M&A, Disposals, Restructuring, Consolidations, Buy-outs (MBO) and Buy-ins (MBI) services for companies in the IT Services, Communications, Software and Internet sectors. We offer global merger and acquisition advisory services, including buy and sell-side assignments, to leading small and middle-market technology firms.

## **Value Proposition**

We bring a unique combination of technological, financial and operational experience to our clients and their transactions. Our deep management background and deal experience with high growth companies give us an exceptional understanding of how to successfully achieve our clients' strategic initiatives.

### **Technology Expertise**

We operate exclusively on technology. Our partners focus on specific technology sectors to ensure domain expertise on each engagement. Dedicated research enhances our technology expertise and allows us to define the ideal buy and sell-side candidates for our clients. The collective knowledge of our proprietary database of companies, contacts and industry research proves critical to the efficient, successful completion of each client engagement.

### **Small and Middle-Market Concentration**

Communicate! brings deal experience to the small and middle-market. We have deep market knowledge, industry relationships and a personal understanding of the strategic objectives of leading technology companies. Our Partners bring their experience to buy and sell-side clients in the under-served small and middle-market. It is this experience and the application of our proven process that culminates in the closure of a successful transaction. We are dedicated to providing superior industry knowledge and unmatched attention to every client and project.

### **Focus on ICT companies**

We offer M&A advisory services for innovative technology firms in the small and middle-market. We focus solely on the technology sector, with further specialization in the IT Services, Communications, Software and Internet industries. It is this focus that brings increased depth to our industry relationships, research capabilities and understanding of the drivers beneath this rapidly changing marketplace.

### **Proven methodology**

Our comprehensive process follows a proven methodology designed to maximize the strategic objectives of our clients. To meet those dynamic needs, we assign one Managing Partner to be responsible to conduct the transaction. His role is to manage this proven process which includes candidate identification, qualification, valuation analysis, document preparation, deal structure, negotiation and due diligence management, resulting in a successful transaction that meets our clients established objectives.