



TEQUITY

Assisting Software and Technology Companies
...with strategic mergers, acquisitions, or sales

CRM Developer in the Wealth Management Technology Markets

TEQUITY INC.

Tequity provides merger, acquisition, and divestiture services to software and technology companies.

As former technology company owners and executives, we understand and appreciate the value of IP and how to find the right strategic fit between companies.

Past Transactions

www.tequityinc.com

416.483.9400



Tequity Inc. has been engaged to assist our client, code-named **BONAVENTURE**, to locate strategic partners with the infrastructure, resources, and experience to take the company to higher levels of success. We seek a synergistic partner who recognizes and can leverage the many opportunities our client's firm offers.

Company Overview

Founded almost 20 years ago, **BONAVENTURE** is the dominant provider of integrated Client Relationship Management (CRM) solutions to wealth management organizations on the Microsoft Dynamics CRM platform. They deliver superior customer experiences utilizing their proprietary integration technology. The company markets and sells its solutions directly to their clients and has recently added Salesforce as a supported platform to expand its growth opportunities.

Highlights:

- Achieving accelerated revenue growth in the large and growing wealth management industry.
- Prebuilt integrations with North America's largest custodians and portfolio management solutions that provide market differentiators and a competitive edge.
- An impressive customer satisfaction level from over one hundred implementations with thousands of users with some of the industry's leading firms.
- An experienced team with deep expertise in wealth management technologies and Cloud Computing.
- Scalable solutions with project management processes, people, software and support teams able to successfully deploy large wealth management firms.
- Established client base in the US and Canada.
- Industry leading clients include Registered Investment Advisors (RIAs), Broker Dealers, Family Offices, Private and Institutional Wealth Managers, Trust Companies and Private Banks.

Products and Services

BONAVENTURE offers its CRM solution on top of the Microsoft Dynamics CRM or Salesforce CRM platforms. It has extended base functionality by creating purpose-built modules to address the specific needs of a diverse community financial services companies. **BONAVENTURE** supports both on premise as well as cloud deployments.

company's environment and supports both on-premise as well as cloud deployments, and within the Microsoft environment offers its own hosted environment.

BONAVENTURE has developed intellectual property in the form of data integration middleware, a best-practices template and wealth management specific components. The middleware facilitates real-time secure integrations to external data and applications. In an industry where security is vital the solutions have been reviewed by third party security firms and met the requirements of custodians that **BONAVENTURE** works with. On-going development allows current clients to enjoy the benefits keeping on top of an industry with ever-evolving technical and customer service needs. Future developments include extending the middleware to be a data exchange hub for multiple sources of data that firms require.

BONAVENTURE provides tailored professional services to its clients including; business process review, consulting, data migration, training, implementation, customization and on-going support.

Financial Highlights (amounts in CDN\$)

- FY2015 revenue of \$5.0M
- FY2015 EBITDA of \$843K
- 58.3% revenue growth in the past fiscal year
- Consistently growing and profitable.
- Normalized EBITDA margin of 15.9%
- High recurring revenue of 35%
- 20% growth in the number of users in the past year
- No customer concentration
- After first 4 months of FY2016, revenue growth of 25% year over year
- FY2016 will have continued strong growth

The Opportunity

BONAVENTURE has built a solid reputation within the wealth management community for their strong relationships, knowledge and experience, high customer satisfaction levels and superior customer service. It has the potential for significant growth in existing and related markets and is a good candidate for consolidation with larger organizations wishing to add Microsoft and financial services expertise to their team.

BONAVENTURE is a private corporation owned by a single family. They are exploring all options to accelerate the success of the company and have retained Tequity Inc. to assist soliciting and evaluating offers. The management team is committed and wishes to continue to take the company to higher levels of success.

BONAVENTURE will be of interest to:

- Fintech software firms wishing to expand their products and looking for cross-

selling opportunities between customer bases.

- Microsoft channel partners with a need to expand or enter the financial services industry
- Salesforce.com channel partners looking to aggregate expertise and talent in the financial services market.
- Global System Integrators with strategies that focus on solutions for the Financial Services markets wishing to expand their North American footprint, or to take **BONAVENTURE** to International Markets.
- International firms looking to expand into the North American wealth management technology market
- IBM / SAP / Oracle / NetSuite partners wishing to add Microsoft and Salesforce CRM or FinTech capabilities.

Should you have an interest in exploring this opportunity, we welcome the chance to speak with you. Replies will be kept in the strictest confidence.

Anish Singla
416.483.9400 x109
asingla@tequityinc.com

TEQUITY

Strategic Mergers & Acquisitions for Technology Companies

15 Allstate Parkway 6th Floor
Markham ON L3R 5B4
www.tequityinc.com
(416) 483-9400

Linked in.

[Click to view this email in a browser](#)

If you no longer wish to receive these emails, please reply to this message with "Unsubscribe" in the subject line or simply click on the following link: [Unsubscribe](#)

Tequity Inc.
15 Allstate Parkway 6th Floor
Toronto, ON L3R 5B4
Canada

[Read](#) the VerticalResponse marketing policy.

**vertical
response**
A DELUXE COMPANY
Free Email Marketing >>