



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](http://www.tequityinc.com)

416.483.9400

## ACQUISITION OPPORTUNITY

### Email Filtering and Archiving Solutions Company

#### Company Overview

Our client, code-named **LAMBDA** is widely recognized as a leading provider of enterprise anti-spam software solutions including email filtering and email archiving. **LAMBDA's** management team has deep experience in the email security industry and has assembled a mature team of technical, operations, and sales professionals who helped shape their advanced and specialized product offerings.

**LAMBDA**, headquartered in the northeast, has enjoyed long-term success providing its many customers both hosted and on-premise email filtering and archiving solutions. **LAMBDA** develops, deploys, and supports its spam and virus fighting products for customers that include enterprises, universities, MSPs, ISPs, web hosts and government offices.

The company utilizes its sterling reputation, strong relationships with over 300 channel partners in the USA, Canada, Australia, Brazil and the UK, and its extensive network, to source leads for its 4 salespeople and help win business.

We are seeking a strategic buyer who is able to make use of **LAMBDA's** assets within larger geographic and industry markets.

#### Highlights:

- Leading provider of email filtering and email archiving software solutions
- Hosted and on-premise software solutions
- Strong channel partners in the USA, Canada and Australia
- ~90% of revenue from customers in the USA, Canada and Europe
- 10 Full time and 2 Part time employees
- An impressive customer satisfaction level
- Strong case studies and references
- Strong and experienced technical team with deep understanding of email security
- Excellent customer relationships

#### Financial Highlights

- Consistently growing and highly profitable
- Stable, highly visible revenue base with recurring revenue >99%
- Revenue CAGR of 25.2% over last 4 years
- No customer concentration
- Revenue split in FY 2016 – USA (56.5%), Canada (16.9%), Europe (14.7%), Rest of the world (11.9%)

	FY2013	FY2014	FY2015	FY2016	FY2017E
Revenue	\$ 1,159,847	\$ 1,1511,691	\$ 1,774,819	\$ 2,117,434	\$ 2,390,000
EBITDA	\$ 56,836	\$ 286,596	\$ 479,649	\$ 427,369	\$ 450,000

#### The Opportunity

**LAMBDA** has built a highly successful company and a solid reputation within the anti-spam software community through its strong relationships with channel partners, unique IP, knowledge and experience, very high customer satisfaction levels, and superior customer service. It has operated with minimal investment in sales or marketing activities and has the potential for significant growth.

The company is a private corporation owned by two shareholders. They are exploring all options to accelerate

the success of the company and have retained Tequity Inc. to assist them in soliciting and evaluating offers. The management team is committed and wishes to continue post-acquisition during the transition period to help take the company to higher levels of success.

**LAMBDA** represents a unique opportunity to acquire a stable, scalable, forward-driven technology company. This is an ideal opportunity for a company that can leverage **LAMBDA**'s experience, IP, technologies, and extensive customer base.

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. For more information contact:

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**TEQUITY**

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