



ACQUISITION OPPORTUNITY Salesforce Gold Partner

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 NIGHTHAWK, to locate strategic partners with the infrastructure, resources, and experience to take the company to higher levels of success. We seek a synergistic acquirer who recognizes and can leverage the many opportunities our client's firm offers.

Company Overview

Founded in 2012 and located in the UK, NIGHTHAWK is a Gold Salesforce Systems Integrator. The company provides Salesforce.com consulting, implementation, managed services, integration, and strategic planning across all Salesforce cloud products to mid-sized and large corporations.

Highlights:

- Hundreds of implementations with deep expertise in real estate, manufacturing, high-tech, and professional services sectors
- An impressive customer satisfaction level from hundreds of implementations with thousands of users with some of the UK's leading firms across various verticals
- Strong case studies and references from leading brands in the UK
- Strong and experienced consulting team with a deep understanding of business processes and technology
- Established client base in the United Kingdom and United States
- Recurring revenue base from managed services

Services

NIGHTHAWK provides consulting services, including business process review/planning, cloud strategy, application configuration, data migration, back-end integration, training, implementation and support, and managed services 100% in relation to Salesforce.com.

- Salesforce Implementation Services: Expertise across every cloud offering - Sales cloud, Service Cloud, Marketing cloud, Communities, Analytics, Custom App Development, Work.com, Data.com, Data Migration, Integration, and User Training
- Post Implementation Support: End user training, Implementation Support, and Administration
- Managed Services: Client Dedicated Salesforce consultants who provide unlimited 1st level support to resolve every problem

NIGHTHAWK has developed intellectual property in the form of industry specific templates/applications that reduce delivery time, maintain quality and increase customer satisfaction.

Financial Highlights

- Consistently growing and very profitable.
- Cumulative annual growth rate (CAGR) from FY13 to FY16 of 141.7%
- Average revenue growth over the last 10 quarters of 30%
- Recurring revenue of ~30%
- No customer concentration

| ENDING MARCH 31ST | FY2013 | FY2014 | FY2015 | TTM | FY2016E |
|--------------------|----------|----------|------------|------------|------------|
| Revenue | £210,159 | £857,114 | £1,298,529 | £2,306,169 | £2,968,342 |
| Net Income | £(433) | £181,478 | £132,712 | £384,386 | £945,621 |
| Managed Services % | 100% | 35.47% | 32.84% | 28.40% | 29.61% |

The Opportunity

NIGHTHAWK has built a solid reputation within the Salesforce community for their incredibly strong relationships with Salesforce and key strategic eco-system partners, knowledge and experience, 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 good candidate for consolidation with larger organizations wishing to add Salesforce expertise to their team.

NIGHTHAWK is a private corporation owned by four 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 to take the company to higher levels of success.

NIGHTHAWK will be of interest to:

- High growth Salesforce partners needing to acquire experienced talent.
- Global System Integrators wishing to expand their footprint in the United Kingdom.
- Microsoft/IBM/SAP/Oracle/Net Suite partners wishing to add Salesforce capabilities.
- International Salesforce partners wishing to enter the UK market.

Should you have an interest in exploring this opportunity, we welcome the chance to speak with you.

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