



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

### Oracle Platinum Partner

Tequity Inc. is exclusively engaged to assist our client, code-named **NEW HORIZON** in their desire to locate a strategic acquirer whose strategic vision, focus on growth, and infrastructure and resources will combine to take the company to higher levels of success.

#### COMPANY OVERVIEW

Founded in 2008 and located in the Middle East, NEW HORIZON is a privately held Oracle Platinum Partner specializing in Oracle on premise and cloud solution implementations, applications and technologies training, and HR services mobility.

#### Value Proposition

- Specializing in Oracle E-Business Suite ERP, Fusion Cloud ERP, and CX Applications
- Broad industry experience in Public Sector, Defense, Telecommunications, Utilities, Financial Services, Manufacturing, and Real Estate markets, among others
- 215+ Arabic & English speaking employees specialized in Oracle applications and technologies with training and expertise across 16 Industries.
- New Horizon's team is Arabizing global solutions for Arab countries
- Strong consulting team with deep experience in Solution Architecture, Infrastructure, Project Management, Business Analysis, and Custom Development
- Proven ability to identify, recruit, train and deploy young talent
- Established offshore delivery centers providing low-cost highly skilled resources
- 90+ enterprise class customers with 30+ public sector organizations including 10+ ministries
- Well established Oracle Applications Practice (Accelerators) for Public Sector and Defense

#### SERVICES

NEW HORIZON focuses 100% on Oracle applications and technologies and has maintained Oracle Platinum status for 2 years.

- Enterprise Resource Planning (ERP) - Financial Management, Human Capital Management, Procurement Management, Bids and Contracts Management, Maintenance Management, Project Portfolio Management, and Manufacturing Management
- Enterprise Performance Management (EPM) - Financial Planning and Budgeting, and Workforce Planning
- Business Intelligence - Financial Analytics, HR Analytics, Procurement and Spend Analytics, and Supply Chain and Order Management Analytics
- Identity Management
- Advanced Database Security
- Cloud ERP - Fusion Financials Cloud Service, Fusion HCM Cloud Service, Fusion Procurement Cloud Service, Fusion Projects Cloud Service
- Cloud EPM - Fusion Financial Planning Cloud Service
- Cloud Technology (PaaS) - Java Cloud Service for SaaS extensions(JC-SX)

NEW HORIZON is currently developing PaaS4SaaS applications that present a strong future opportunity. These applications will allow the company to develop a strong recurring revenue base.

#### FINANCIAL HIGHLIGHTS

- Very high YOY growth and consistently profitable

- Strong sales pipeline
- No debt
- **FY2018 Projected vs FY2017**
  - Revenue growth - 20%
  - EBITDA growth – 4.4%
  - New Signed Contracts growth- 8.3%
  - Backlog growth – 12.3%

Ending December 31 <sup>st</sup> (in USD)	2014	2015	2016	2017	2018P
Revenue	\$6,051,599	\$6,065,454	\$10,436,800	\$25,241,085	\$30,289,302
EBITDA	\$ 185,720	\$ 485,375	\$ 803,826	\$ 3,778,576	\$ 3,943,159

### THE OPPORTUNITY

NEW HORIZON is highly regarded in the Oracle community for their strong relationships, knowledge and experience, and high customer satisfaction levels. The company has operated with minimal investment in sales or marketing activities and has the potential for significant growth. NEW HORIZON is a good candidate for consolidation with larger organizations wishing to add or expand Oracle expertise

#### Among those who may find this opportunity of interest are:

- High-growth Oracle practices needing experienced technical and bilingual talent in the Middle East
- Global Systems Integrators wishing to expand their Middle East footprint
- SAP, IBM or Microsoft partners in the Middle East wishing to expand their service offerings
- Private Equity Groups with active investments in Consulting Practices

If you would like to learn more about this opportunity, please contact:

Anish Singla  
416.483.9400 x109  
[asingla@tequityinc.com](mailto:asingla@tequityinc.com)

**TEQUITY**

#### *Strategic Technology Mergers & Acquisitions*

15 Allstate Parkway 6th Floor  
Markham ON Canada L3R 5B4

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

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