



**ACT**  
CAPITAL  
ADVISORS

## **Technology Innovation & Solutions Consulting Firm**

**ACT Client #220802**

**Searching for Acquisition**

## Company Overview

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ACT Capital Advisors is pleased to represent a Technology Innovation & Solutions Consulting Firm searching for an acquisition. Combining strategy, design, and engineering, the Company designs and builds brands, apps, websites, hardware, robots, autonomous vehicles, and more for the most innovative and successful private and public companies worldwide. The Company specializes in helping their clients create innovative designs and people-centered engineering solutions. Using creative and sophisticated technology, the Company helps clients speed up what they can accomplish by frontloading intellectual work, leaving more time for better planning and better execution. In addition, the Company has a connected and collaborative network of talent that brings functional expertise immediately to any organization. The Company is looking to make an acquisition that is additive in both culture and competency.

## Investment Criteria

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### General Criteria:

#### Company Size

Revenue Range:  
\$5MM - \$20MM+

Gross Margins:  
35 - 40%+

#### Transaction Type

- Full Management Buyout

### Focus Areas:

#### Software

- Principle-driven software companies that creates flexible software road maps and scalable solutions.
- Expertise in custom software development focused on technical architecture for seamless user experience, scalability, and effective user interface.
- Custom solutions in AI/ML implementation to increase business efficiency and improve user experience with unprecedented innovation and user-centered design.
- Strategic customization for XR technologies for vertical or horizontal integration.

#### Hardware

- Providers of hardware product development and test systems services.
- Robotics hardware companies that develop automated solutions and system integration services.

#### Design

- Companies that deliver effective brand and visual designs that creates value and a consistent brand story that drives performance.
- UX/UI design studios that create captivating experiences and satisfy user needs and business goals.
- Companies with effective industrial design for end-users, businesses, and manufacturing needs.

## Acquisition & Integration Philosophy

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The Company prides itself on bringing a thoughtful and caring eye to its acquisition and integration process, focused on building on your company's success while preserving your legacy. As existing technologies continue to mature, and the most nascent generation of technologies comes online, one thing is for sure – the companies that wish to not only survive, but thrive, are those that transform their businesses across multiple technology disciplines, including software, hardware, robotics, IOT, AR/VR, etc. For a seller looking to grow into what's next, the Company offers a perfect opportunity for the seller to scale by plugging its core competency into a greater variety of innovative projects with some of the largest and most innovative technology and industry leaders.

The Company recognizes that the success of an acquisition largely rests on the successful execution of a well-thought-out integration plan. Creating that plan means bringing a thoughtful and caring people experience (PX) approach to the due diligence process through in-person visits, conversations and transparency. Overall, the Company acts as a bridge between the past and future for sellers that want to grow, but also want to ensure that, as they do, they hold onto those things that have made them the success they are today.

## Contact Information & Next Steps

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All interested parties who fit the designated investment criteria should contact ACT Capital Advisors for further information and next steps, through email or by phone.

**All communication should be directed to John Norton, ACT Managing Director and/or Ivan Trindev, ACT Senior Associate.**



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