

International consulting firm specialized in tech transformations **continues its expansion across North America**

DEAL FLASH | TMT | DECEMBER 2024

DEAL SNAPSHOT

Talan has acquired Thinkmax Consulting Inc. to expand its North American presence and strengthen its position as a Microsoft Dynamics 365 partner and integrator.

Talan, an investee company of TowerBrook Capital Partners, is an international consulting and technology group that accelerates business transformations through innovation, technology and data. For over 20 years, Talan has been advising and supporting companies and public institutions around the world regarding the implementation of their transformation and innovation projects. Present on five continents, Talan aims to achieve a turnover of US\$900 million in 2024 and to exceed the US\$1 billion threshold by 2025.

Thinkmax is a leading digital transformation consultancy specializing in enterprise solutions for the retail, manufacturing and distribution industries. With expertise in Microsoft Dynamics 365, digital commerce and advanced analytics, Thinkmax enables organizations in Canada and the USA to streamline operations, enhance customer experience and drive growth. Thinkmax offers end-to-end services, from strategic planning and implementation to ongoing support, helping clients leverage technology to meet evolving market demands.

“Our acquisition of Thinkmax marks a pivotal step in Talan’s expansion in Canada and USA. The Oaklins team in Canada played an essential role in identifying Thinkmax as a strategic fit, forging a strong relationship with Thinkmax’s owners and skillfully supporting us through every stage of this transaction. We appreciate their demonstrated expertise in our industry and commitment in bringing this partnership to fruition.”

NICOLAS RECAPET
EVP M&A
TALAN GROUP
FRANCE

OAKLINS’ CONSTANT COMMITMENT CONTRIBUTED TO THE SUCCESS OF THIS TRANSACTION

Talan retained Oaklins’ team in Canada to help grow their North American presence. Oaklins provided guidance throughout the deal process, working tirelessly to identify potential targets’ value offering, market positioning, metrics and culture. Oaklins was also instrumental in leveraging Talan’s well-calibrated communications to convince the Thinkmax shareholders about the appeal of the deal.



Positive innovation

MARKET TRENDS & DEAL DRIVERS

Firms of all sizes and sectors face the highly complex challenge of adopting technology to remain competitive. Relying on expert providers of technology and innovation consulting services that are able to stay ahead of the curve is paramount. In order to deliver real and lasting value to these businesses, technology consulting firms need both critical mass as well as depth and variety of expertise. Consolidators in this sector are ready to pay premium valuations to accelerate market share acquisition, attract expert skills and talent, and enhance streams of recurring revenue.

M&A VALUATION ASPECTS

The valuations of firms active in the innovation and technology consulting sector are positively correlated to a series of well-defined factors, such as: premium expertise in high-demand skills or technology; size; top-line gross potential; sustainability of double digit EBITDA margins; high rate of EBITDA conversion into free cash flow; prestige and diversity of clients' portfolio; and seniority and forward loyalty of leadership teams. Valuations will typically range from mid-single digit to lower double digit multiples of EBITDA.

TALK TO OUR ADVISORS



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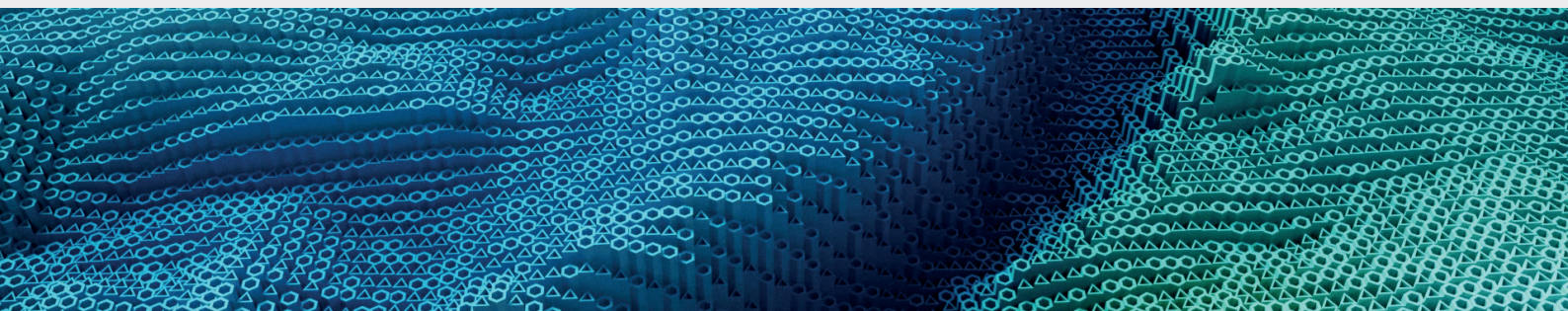


✉ GUILLAUME POULIN

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Alexis brings more than 20 years of experience in advising investors, entrepreneurs and managers on capital allocation, financing, performance optimization and M&A transactions. He has executed a wide array of corporate and investment advisory assignments in the consulting, financial services, real estate and industrial sectors. He primarily caters for family-owned and owner-managed firms, but also has extensive experience with family offices as well as private equity and investment funds. In the technology and IT consulting sectors, his recent transactions include the sales of In Fidem to Atos (cybersecurity), the sale of Cyberimpact to Oliva Capital (marketing technology), the sale of Expretio to Constellation Software (SaaS), the sale of SOFE from Berger Levraut to SIGMA RH (SaaS) and the acquisition of Thinkmax by Talan (digital consulting).

Guillaume has more than 20 years of experience in advising management teams, boards and shareholders on M&A transactions, financing, performance assessment and governance. He has done work for a variety of clients, including large public issuers, family-owned companies, startups, private equity firms and pension funds in Canada, the USA, Europe, the Middle East and Africa. Recent transactions he has completed in the technology and IT consulting sectors include the sale of Cyberimpact to Oliva Capital (marketing technology) and the acquisition of Thinkmax by Talan (digital consulting).



OAKLINS HAS CLOSED 1,305 DEALS IN TMT

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of 800+ financial advisory professionals in 40 countries providing M&A, growth equity, ECM, debt advisory and corporate finance services to support entrepreneurs, corporates and investors in reaching their goals.

Oaklins

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