

M&A Australian digest: ZOOM ON RECENT DEALS



APRIL 2019

IT and engineering / infrastructure sectors enjoying strong M&A activity in Australia including a deal completed by SCDA Advisory!

6 new deals in the professional services sector in Australia

1. **Change Management Consultancy (Deal completed by SCDA Advisory):**
Deloitte acquires TTI, a leader in change management for mining and transport businesses, The Terrace Initiative, headquartered in Perth, specialises in helping clients take charge of change programs using data and technology, using their own proprietary tools and Transformation Sciences® methodology via an in-house software platform, called Alchymy®, a digital portal that provides leaders with valuable insights

about change initiatives via personalised dashboards.

2. **Software & Digital Solutions: Civica acquires Asset Edge**, who specialises in providing SaaS web and mobile applications for Asset Inspection and Maintenance Management. Asset Edge specialises in the development of fully mobile software solutions, including the market leading “Reflect” Inspection and Maintenance Management System. Reflect is utilised by over 130 Local and State governments throughout Australia, and State Highway Authorities to maintain networks and classified roads across NSW, Queensland and Tasmania. The Civica Group is an international market leader in business-critical software applications, digital solutions and managed services.
3. **Engineering/Asset Management: Aurecon acquires Quartile One**, who provide advice to mining companies about how to make best use of their capital equipment using sensors that deliver real-time information, and guidance on how to best manage capital equipment over the long term. Aurecon has purchased a 10-year-old Brisbane asset management firm that claims to have developed the world's largest database of performance and cost information about mining equipment.



4. **Lawyer Service and Legal Tech**

Solutions: LOD has acquired lexxvoco, Pioneering flexible lawyer service, LOD has acquired lexxvoco, an Australasian legal ops and legal tech solutions provider, in what is another sign of growing consolidation in the NewLaw space. LOD said it had sought to 'enhance its capabilities in these areas and saw it as an opportune time to bring lexxvoco's expertise on board.

5. **Audio-visual: Rutledge AV acquired by Diversified,** Australian audio-visual integrator Rutledge AV has been acquired by a US company for an undisclosed sum. US-headquartered Diversified will use the acquisition as a launchpad vehicle into the Australian market, incorporating Rutledge AV as a wholly-owned subsidiary.

6. **Communications platform service: Uniti Wireless acquires Fone Dynamics,** an Australian communications platform-as-a-service company (CPaaS) in a deal worth up to

\$8.4 million. Based in Brisbane, Fone Dynamics specialises in inbound voice and business-grade SMS services and it is said to have "extensive" intellectual property for its CPaaS offerings and data analytics.

2 Global deals in the professional services sector

1. **Advertising & Digital Marketing:**

Publicis acquires Epsilon, Publicis Groupe announced a \$4.4 billion buy of data marketing firm Epsilon as it makes a big play to better its offerings in the digital marketing space.

2. **IT Services & Solutions Provider:**

MCSA acquired by Park Place Technologies, Park Place Technologies announced the completion of the acquisition of MCSA Group, a UK-based business-critical IT services and solutions provider.

You would like to assess now the sale readiness of your consultancy or you are thinking of an M&A deal in the near future, contact pierre.briand@scdadvisory.com