VALSOFT

LET YOUR LEGACY LIVE ON

TABLE OF CONTENTS

MESSAGE FROM THE CEO

" We think the best outcomes in business come from having an obsessive behavior towards making sure your customers are absolutely thrilled when dealing with your company. Your customers will become your sales people and they will stay with you. This has been our formula, plain and simple. If you have a business that has achieved that, we'd like you to consider making Valsoft the permanent home for your business. We promise to build upon your legacy. "

SAM YOUSSEF
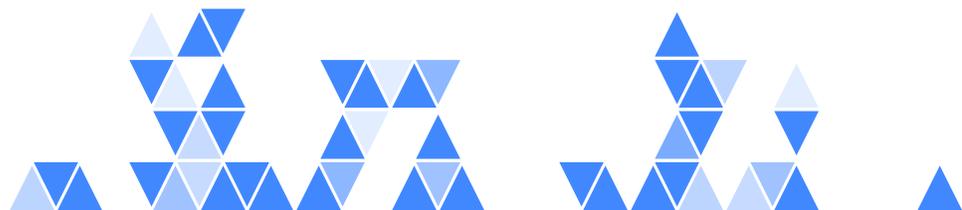
ABOUT US

Based In Montreal, Canada, Valsoft's focus is to acquire and grow vertical software businesses that provide mission-critical solutions in their respective niche or market. By Taking advantage of its simple corporate setup and its unique operating platform, Valsoft continues to grow its acquisitions towards sustainable success while making customer success a top priority. Because of its decentralized strategy and indefinite hold period, Valsoft has the ability to look at companies in different lifecycles.

For more information please contact **info@valsoftcorp.com**
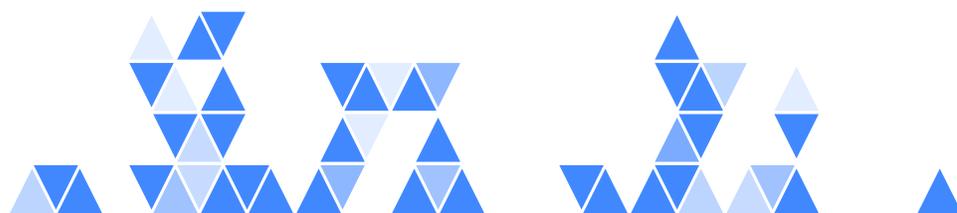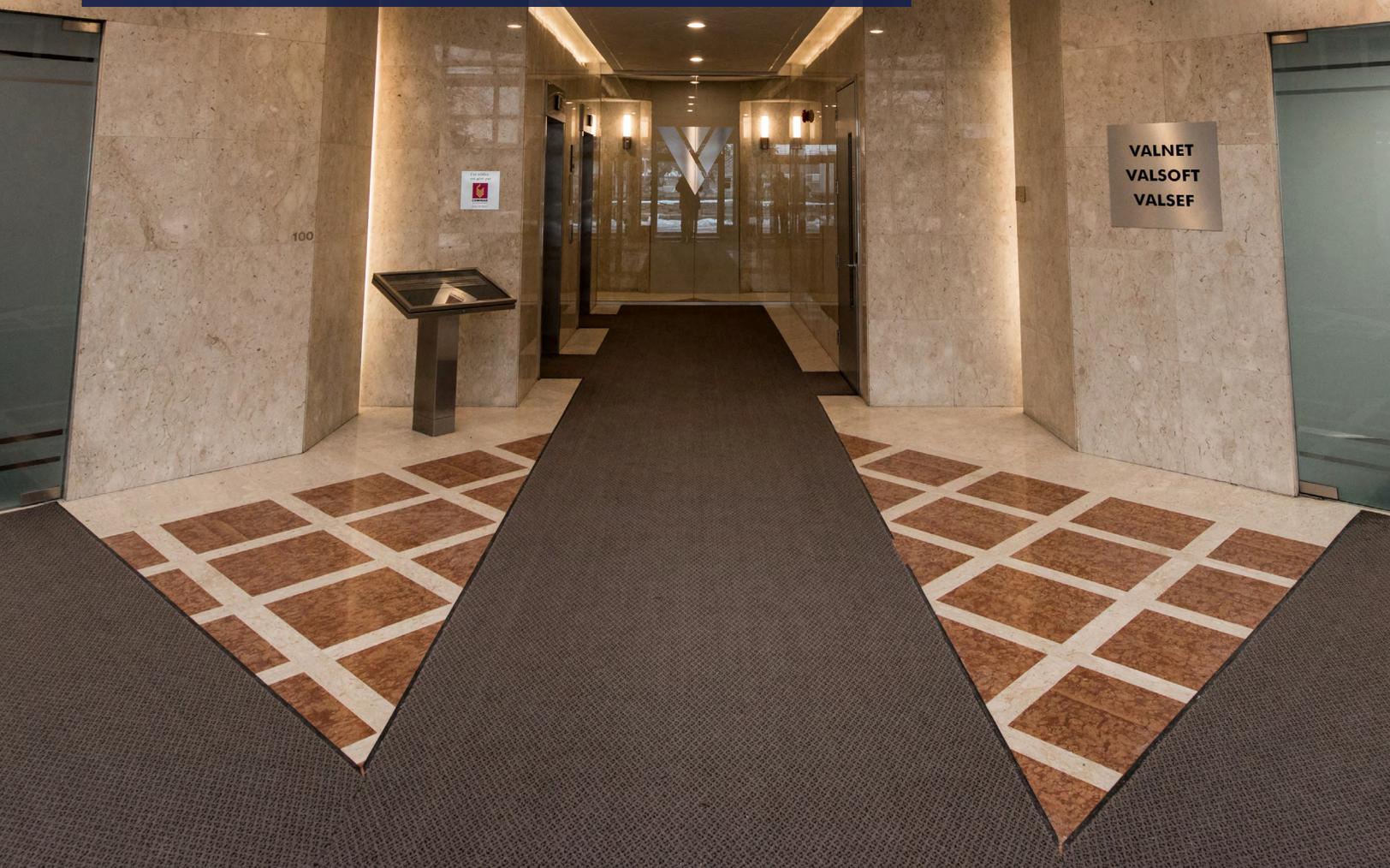
COMPANY

- ✓ Capitalized by Valsef - our family office

- ✓ Our Model: Acquire, Manage and grow vertical software companies, using a decentralized management approach - we partner with great people to help us run our companies

- ✓ Owners have been doing business together since 2002, owners are active in Valsoft day to day

- ✓ Ability to look at companies in different lifecycles (legacy, core, growth)

- ✓ Group has made over 17 acquisitions in the past 5 years, 9 of which were in last 12 months

TRANSACTIONS

- ✓ 100% or Majority acquisitions, We are flexible, Target Revenue $3M - $50M+

- ✓ Fast: LOI's with valuation within a week; LOI and closing within 45 days - Inhouse legal and accounting team

- ✓ Easy: Seller friendly: cash at close; no post-close contingencies

- ✓ Certain: 95%+ close rate on our LOIs

- ✓ Broad: Mature companies, market leaders, growth, turnaround

OUR ACQUISITION APPETITE

✓ We are interested in acquiring all types of vertical software businesses, spanning from $3M in revenues all the way to $50M in revenues

✓ Our portfolio includes SaaS and on premise software companies in North America, Europe and Australia

✓ Our group companies enjoy significant competitive advantages:

- Proven business model - our customers love us
- Proven operating platform - cost-structure advantages

✓ We bid most aggressively for those companies with long tenured customers, even if they have modest growth rate

✓ Specialize in businesses that are 20+ years old, in need of a technology update; we have an operating model to run "legacy" businesses

OUR FOCUS

Our four operating strategies:

Established Mature Businesses	Market Leader
• $3M - $50M of yearly revenues • Slow growth, no growth or slowly declining • Dedicated customer base • Legacy technology • We also consider carve outs, divestitures	• $3M - $50M of yearly revenues • Have a strong, established market position • Have meaningful, positive EBITDA • Some growth • Legacy or new technology

Growth Companies	Profitable Software Businesses
• $1M - $10M in yearly revenues • Little to no EBITDA; healthy LTV:CAC ratio • Growth at 20%+ /yr • New technology	• $3M - $25M USD revenues • $1M - $5M EBITDA • North American based • Specialize in Founder/Owner run companies

OUR COMPANIES

INNQUEST SOFTWARE

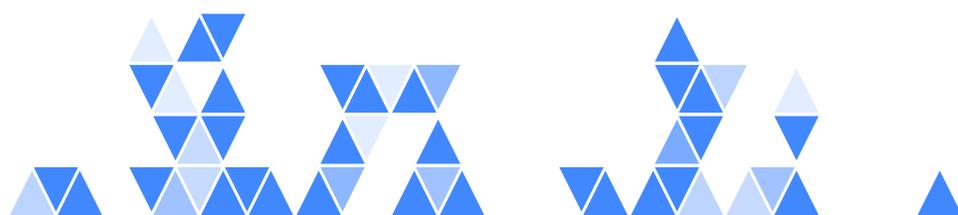|	
Acquired	2016
Location	Tampa, Florida, USA
Niche	Hospitality Software (Property Management System)
Category	Market Leader (8% of US independant hotels, use RoomMaster)
Description	Innquest's popular hotel management software, RoomMaster, is used in over 100 countries and by over 5,500 clients worldwide. The software was developed by hoteliers for hoteliers and has been widely praised for its intuitive performance and ease of use. RoomMaster provides every software management product a hotel needs in one simple turnkey solution, including a booking engine with a channel manager linked to expedia and booking.com. Innquest's office is located in Tampa, Florida with international offices in Australia, Canada and the United Kingdom with resellers in the Caribbean, Fiji, New Zealand, Cambodia, Malaysia and South Africa.

H&L

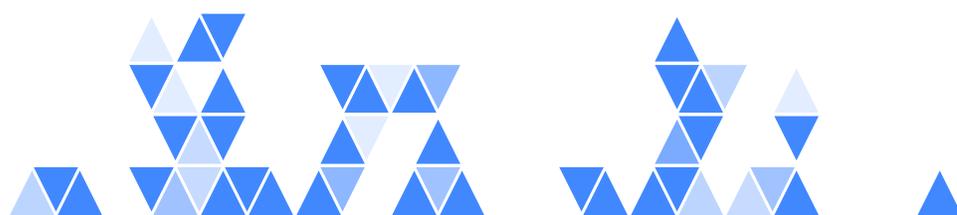|	
Acquired	2019
Location	Kingswood, Australia
Niche	Hospitality Food & Beverage
Category	Established Market Leader
Description	H&L has been at the forefront of technology in the hospitality industry for over 30 years providing Point of Sale Solutions, Management Solutions, Workforce Solutions, Security Solutions, Marketing & Loyalty Solutions, and Booking Reservation Solutions to over 2000 customers. H&L's head office is located in Adelaide, Australia, with offices in Sydney, Melbourne, Brisbane and Perth.

OUR COMPANIES

THERMEON

Acquired	2018
Location	Redhill, UK
Niche	Car Rental Management
Category	Established leader in the car rental software industry
Description	Thermeon is a global industry-leading car rental software solutions provider headquartered in the UK with regional offices in the United States and Australia. For over 40 years, Thermeon has been a source of knowledge and best-practice in the car rental industry, delivering high-quality vehicle hire systems that help both global and independent businesses to maximize revenue and drive sales. CARS+ provides the tools to manage the rental process from quotation and accounting to signature capture and credit card processing.

COMMSOFT OASES

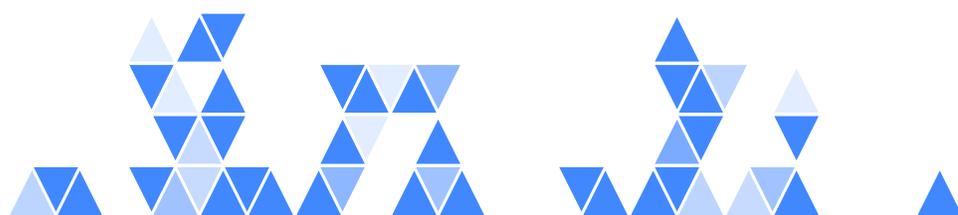|	
Acquired	2019
Location	Essex, UK
Niche	Aviation (Engineering and Maintenance Software)
Category	Established Market Leader
Description	Communications Software's OASES (Open Aviation Strategic Engineering System) is among the most successful aviation engineering and maintenance systems in the world. With more than 130 aviation customers supported in some 55 countries across six continents, including national carriers, third party maintainers, regional carriers, leasing companies, cargo specialists, charter operators and specialist rotable stockists based in the U.S., Europe, the Middle East, Asia, Africa and Australasia, Commsoft has a very broad experience with all areas of aviation maintenance support.

OUR COMPANIES

XLDENT

Acquired	2019
Location	Loretto, Minnesota, USA
Niche	Dental Software
Category	Established Mature Business
Description	XLDent is dedicated to providing software solutions that focus on the success of its clients and enhancing the standard of patient care for improved patient outcomes. XLDent is committed to the continual development of electronic dental health records, mobile solutions and Internet-based options in the current development environment with emphasis on proven technologies. Over 1000 clinics rely on XLDent's solutions and expertise daily to help care for their patients.

MACPRACTICE

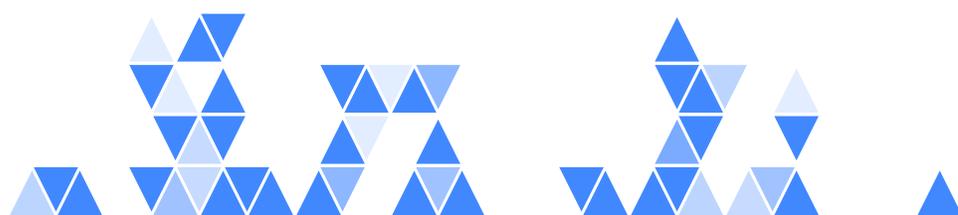|	
Acquired	2020
Location	Lincoln, Nebraska, USA
Niche	Dental and Medical Software
Category	Established Mature Business
Description	Since 2004, Lincoln, Nebraska-based MacPractice has created best-of-class medical, dental and chiropractic software for macOS and iOS. At the heart of the company's DNA is a passion for helping clinicians focus on their patients by enhancing their productivity through intuitive software solutions and world-class training and support. Over 3000 clinics rely on MacPractice to help manage their practice so that they can focus on their patients.

OUR COMPANIES

HUDSON SOFTWARE

Acquired	2018
Location	Westford, MA, USA
Niche	Ground Transportation
Category	Well Established Business
Description	Hudson Software Inc is a leading provider of best-in-class enterprise SaaS (Software as a Service), on-premise, and mobile applications for the ground transportation and tourism industries. Since it's founding in 1999, Hudson has served as the technology backbone for some of the industry's top shared ride and private service transportation operators processing over one million transactions per year. Its highly configurable, state-of-the-art system is designed to manage all facets of an operation - from reservations, ticketing, and dispatching to driver and vehicle tracking and communications, accounting, and reporting.

BLUEBIRD

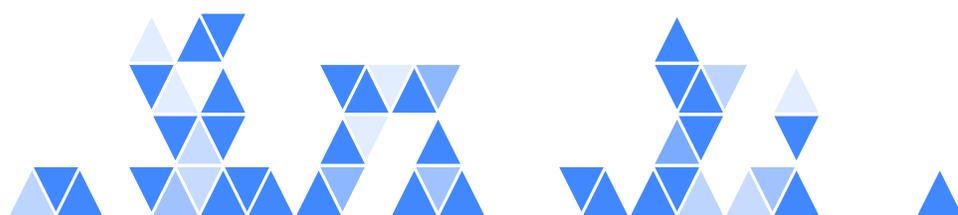|	
Acquired	2018
Location	Dover, New Jersey, USA
Niche	Car Rental Management
Category	Established leader in the car rental software industry
Description	Bluebird Auto Rental Systems is a leading provider of software for the vehicle rental and dealership service loaner industry since 1982. Bluebird's auto rental application, RentWorks, is used around the world to effectively manage the efficiency and profitability of any size vehicle rental operation. Bluebird established itself as an industry leader in car rental software not only because it delivers a quality product, but also because they pride themselves on giving each of there 550+ clients the best possible customer service.

OUR COMPANIES

CREDEX SYSTEMS

Acquired	2019
Location	Birmingham, Alabama, USA
Niche	Loan Origination
Category	Established Mature Business
Description	Credex Systems Inc (Credex) is a leader in the origination of installment and single pay loans software market, based in Birmingham, Alabama. Credex has been serving the needs of the financial community since 1990 and is operational in 20 states and Guam.

DOCKMASTER

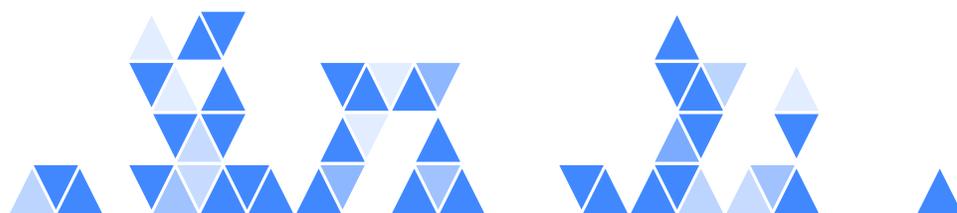|	
Acquired	2017
Location	West Palm Beach, Florida, USA
Niche	Marina Management Software
Category	Market Leader (Largest player in the Marina Industry)
Description	Founded in 1983, DockMaster has been a pioneer in the marina software industry for more than three decades. The company develops and markets a world-renown business management software for marinas, marine retailers, service centers & shipyards. DockMaster has led the way by developing top-of-the line technology, focused on helping marine professionals manage all aspects their business: inventory, marina management, financial management, sales, services management & lead management. DockMaster serves nearly 4000 users in 7 countries. It is used by over 650 marinas and facilitates the care of tens of thousands of vessels.

OUR COMPANIES

CREATIVE INFORMATION SYSTEMS

Acquired	2017
Location	Manchester, New Hampshire, USA
Niche	Scale Management Software
Category	Established Mature Business
Description	Creative Information Systems is a recognized leader in the scale management industry, providing ticketing solutions since 1984. Companies utilizing our flagship product, SMSTurbo, operate successful attended and unattended scale ticketing systems with highly configurable software and reporting capabilities. Seamless integration between scales, SMSTurbo and accounting systems reduces manual effort by truck scale operators and accounting departments, and eliminates error-prone data processes. Creative Information Systems, Inc. serves thousands of users across North America and is located in Manchester, New Hampshire.

CASCADE SOFTWARE

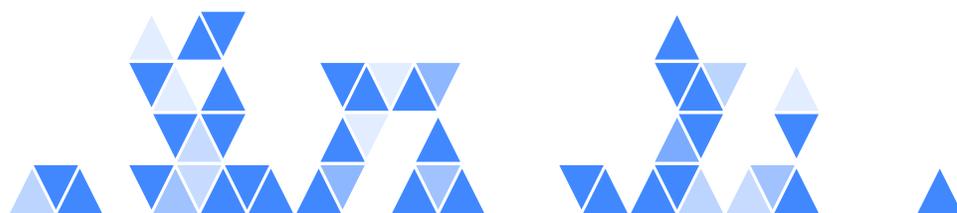|	
Acquired	2019
Location	Eugene, Oregon, USA
Niche	Local Government
Category	Established Mature Business
Description	Cascade delivers highly segmented and integrated end-to-end solutions designed to manage all facets of local government project cost accounting and operations. Cascade provides solutions for a wide range of local government operations including project costing/billing, fleet maintenance, accounts payable, time tracking, equipment usage, materials inventory and usage, facilities management, and mobile applications to manage workflow and cost tracking. Cascade's mission is to help local governments manage and operate projects and work on a micro and macro basis with integrated tools which both minimize data entry and maximize accuracy.

OUR COMPANIES

INNOVATIVE BUSINESS SOFTWARE

Acquired	2019
Location	Copenhagen, Denmark
Niche	Incident Management Software
Category	Established Mature Business
Description	Founded in 1982, Innovative specializes in developing and managing incident management software for private and public alarm receiving centres and alarm monitoring stations. Today, Innovative is a leading provider of integrated incident management solutions in the Nordic countries. Through vigorous and continuous investment into the technology and product suite, Innovative Security Manager (ISM) boasts modules and features related, but not limited to, Alarm Handing & Incident Management, Task & Resource Management, Mapping, Video & Floorplans and a number of integration & interfaces.

NAVITRANS

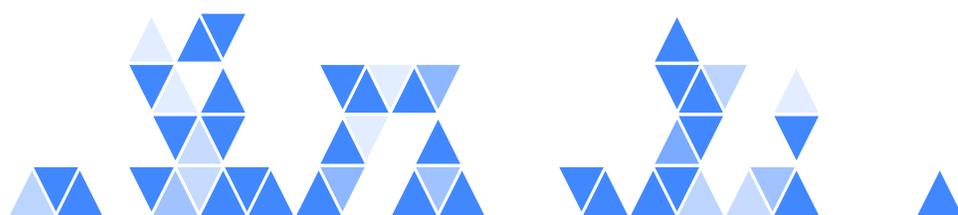|	
Acquired	2019
Location	Kortrijk, Belgium
Niche	Transportation and Logistics
Category	Established Market Leader
Description	Navitrans has been at the forefront of technology in its industry for more than 20 years and is a complete logistics software solution that was built for the industry and designed for logistic service providers who want to be ready for tomorrow's future. With extensive and easy-to-use functions for road transportation, sea and air freight, intermodal transport and public warehousing, Navitrans is one of the most complete logistics software programs on the market today.

OUR COMPANIES

CMS HOSPITALITY

Acquired	2018
Location	Pymble, Australia
Niche	Hospitality Solutions
Category	Leader in software solutions for hostel and hotel groups
Description	CMS Hospitality has been providing software systems to the hospitality industry since 1983. Its flagship product, GuestCentrix, has been designed to international standards and is used extensively by operators ranging from small hostels, hotels, ski resorts, island resorts and corporate hotels, to multi-property accommodation providers in the hostel and hotel segments. CMS Hospitality is headquartered in Australia with offices in New Zealand and the UK, which support GuestCentrix in over 25 countries.

WELCOME SYSTEMS

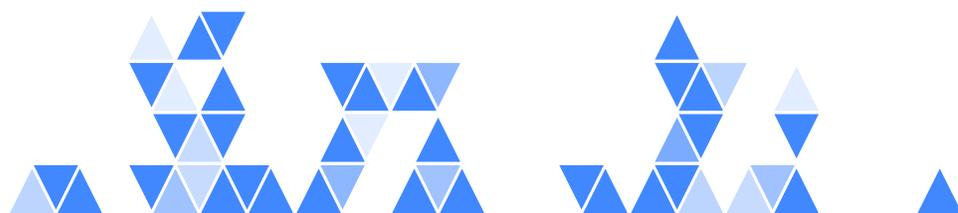|	
Acquired	2018
Location	Northampton, UK
Niche	Hospitality Software (Property Management System)
Category	Innovative and Growth Company
Description	Welcome Systems Ltd provides innovative software solutions for the hospitality sector in the UK and beyond. Its mission is to empower independent hotels, inns with rooms, pubs, B&Bs, guesthouses and accommodation chains to provide a great guest experience. Welcome's ethos supports creative thinking and a brave approach to thoughtful leadership, while remaining approachable and partner-centric.

OUR COMPANIES

SARS SOFTWARE

Acquired	2018
Location	San Rafael, CA, USA
Niche	Higher Education Scheduling and Reporting Software
Category	Established Mature Business
Description	SARS Software Products, Inc. is an established database software applications developer offering one-stop software solutions for the higher education market. SARS works closely with colleges and universities to ensure that our applications are meeting their needs. In addition to acting on recommendations from clients for enhancements, we conduct ongoing research and development to keep our software abreast of technology. Customer support is our most important product.

BOLD COMMUNICATIONS

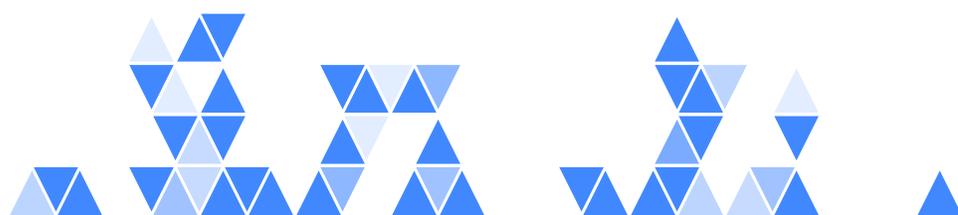|	
Acquired	2021
Location	Exeter, UK
Niche	Public Safety
Category	Market Leader
Description	Bold Communications is one of the UK's leading alarm monitoring platform providers and for over 30 years has developed alarm communications and management systems for the alarm central station and ARC market. The company supports more UK alarm and CCTV monitoring control rooms than any other supplier and is a recognised leader for security monitoring solutions with its Gemini software platform.

OUR COMPANIES

▌ALDATA

Acquired	2017
Location	Hinton, Alberta, Canada
Niche	Log and Timber, Fiber Supply Chain Management Software
Category	Established Mature Business
Description	Since 1991, pulp mills, paper mills, sawmills, wood yards, timber managers, biomass / biofuel and pellet facilities across North America and Australia are using ALDATA's fiber management software to process raw material transactions quickly and accurately, so their data is available in near real-time to support their management decisions. With ALDATA's systems, you get the best of both worlds - an off-the-shelf, fully-supported system developed originally to meet the specific needs of the forest industry that's so configurable that it can be set up to match your business rules.

▌VISIUMKMS

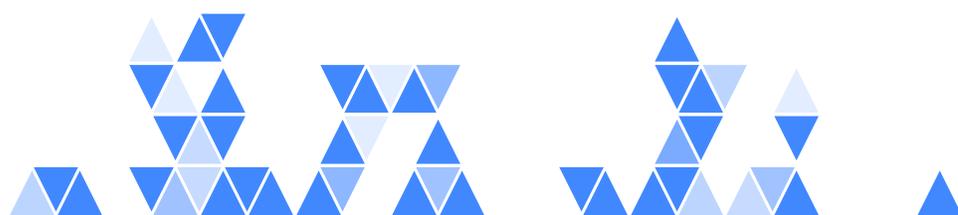|	
Acquired	2020
Location	Houston, Texas, USA
Niche	Quality, Safety, Health & Environment
Category	Innovative and Growth Company
Description	VisiumKMS offers a Web-based solution designed for quality, HSE, PSM, operational excellence, and operational risk management teams. VisiumKMS is the flagship QHSE software product. The origin of the solution began with a group of process safety consultants who recognized an industry need for software to address process safety standards. In 1994, the first requirements were documented and became the application named Knowledge Management System or KMS.

OUR COMPANIES

ALLTRUST NETWORKS

Acquired	2020
Location	Herndon, Virginia, USA
Niche	Check Cashing Software
Category	Established Mature Business
Description	AllTrust Networks ("AllTrust") is a leader and complete provider of end-to-end check cashing solutions software, based in Herndon, Virginia. AllTrust has been serving the needs of the financial services community since 2008 and is committed to the development of high-quality SaaS software solutions with unequaled features in the industry.

AIM COMPUTER SOLUTIONS

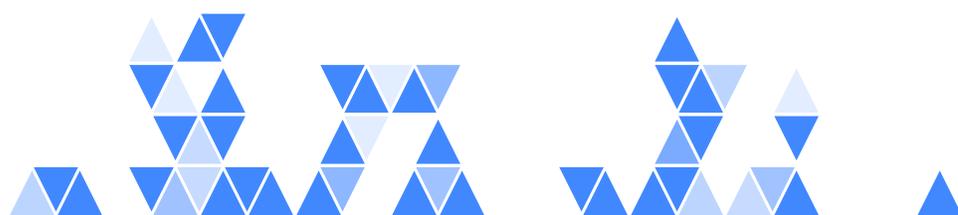|	
Acquired	2022
Location	Fraser, Michigan, USA
Niche	ERP/Manufacturing
Category	Established Mature Business
Description	Since 1991, AIM Computer Solutions, Inc. offers ERP business solutions and consultancy for automotive production part suppliers and other manufacturers. It designs and develops software to meet the EDI, bar code, inventory control, shipping, receiving and production needs of repetitive and discrete manufacturers to help them attain significant operational efficiencies.

OUR COMPANIES

DSL SYSTEMS

Acquired	2020
Location	Nottingham, UK
Niche	Process Control
Category	Market Leader
Description	DSL is a business focused on providing innovative and flexible software solutions for the control and automation of feed and grain plants. DSL is committed to utilizing the talent and experience of its employees to help feed and grain plants achieve the highest standards in quality, maximum efficiency, and excellent product safety by embedding their wealth of knowledge and experience from feed and grain plants all over the world into the DSL suite of software solutions.

ASTERIS

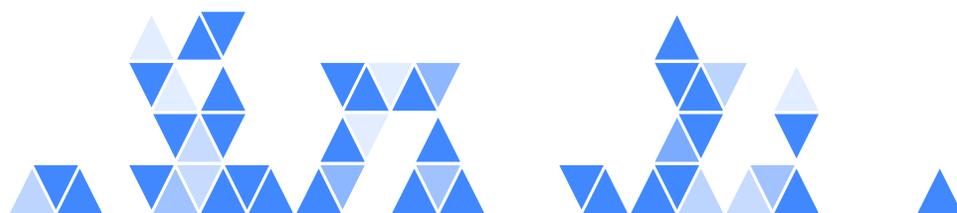|	
Acquired	2020
Location	Monument, CO, USA
Niche	Animal Health - Imaging & Teleconsultation
Category	Market Leader
Description	Asteris delivers the Keystone Software Suite, an industry-leading Picture Archiving and Communication System (PACS) which allows veterinarians to store, transfer, retrieve, and view digital images easily and efficiently. Their digital image management solution provides real-time access to vital information, while streamlining veterinary practice workflow, simplifying the radiology consultation process, and ensuring that all data is secure and accessible from any location.

OUR COMPANIES

WISYS

Acquired	2020
Location	Marietta, Georgia, USA
Niche	Warehouse Management
Category	Well Established Business
Description	Warehouse management software providing visibility in controlling the movement, storage and accounting of materials and finished goods through the warehouse. Has features including inventory management, pallet management, order management, cycle counting and shipping.

SOFTBRICK

Acquired	2021
Location	Geldermalsen, Netherlands
Niche	Workforce Productivity Software
Category	Well established business
Description	Softbrick has built a strong reputation of analyzing the specific needs of staff management solutions by demonstrating the ability to help organizations optimize their work processes and permanently improve results.

OUR COMPANIES

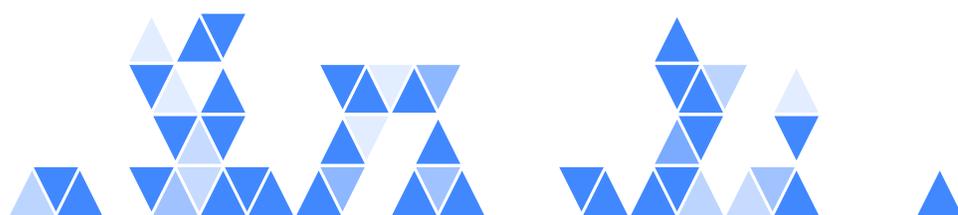## NAVOTAR

Acquired	2021
Location	Mississauga, ON, Canada
Niche	Fleet Management systems
Category	Innovative and Growth Company
Description	Navotar is a cloud-based car rental software designed to automate the management of your fleet especially in a vehicle rental business. The software has a range of unique features that can help a car rental owner manage their fleet much easier and save time. Navotar has held a strong presence in the fleet management software industry for over a decade. Navotar uses the latest tech advancements to eliminate common issues in the car rental business. They have delivered industry leading car rental management software to business owners around the world, thanks to advanced technology, innovation and dedication from their committed staff.

DATASTOR SYSTEMS

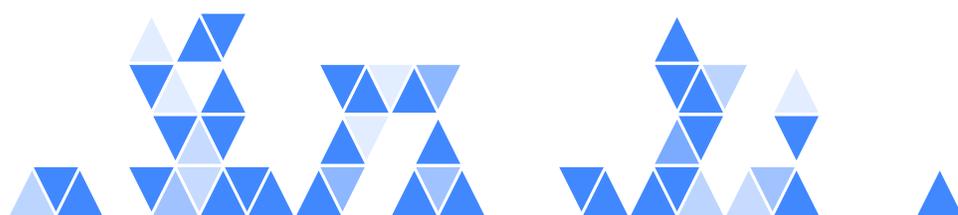|	
Acquired	2021
Location	Congleton, UK
Niche	Process Control
Category	Market Leader
Description	Datastor Systems supply Process Control Solutions to a wide area of the manufacturing process sector including Food & Drink, Animal Feed, Feed & Food Pre-Mixes, Surface Coatings, Building Products, Pharmaceutical. Utilising leading edge technology, they provide systems that control the process more efficiently and effectively while providing real-time data that allows for management and operators to make informed decisions on process changes.

OUR COMPANIES

VERTICAL SOFTWARE

Acquired	2021
Location	Bartonville, IL, USA
Niche	Scale Automation for the Grain Industry
Category	Established Mature Business
Description	Vertical deploys scale automation and integrated grain accounting solutions specifically for the grain industry. Vertical's flagship solutions include ScaleTrac and GrainTrac.

FSM

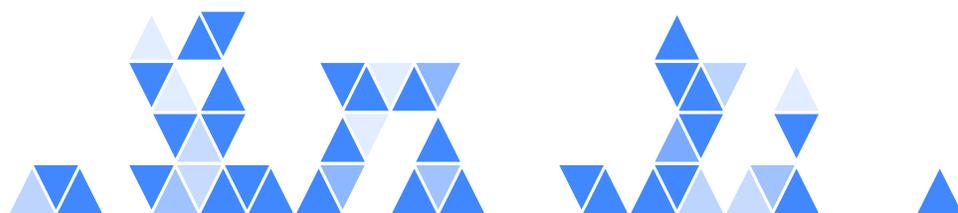|	
Acquired	2021
Location	Vantaa, Finland
Niche	Public Safety
Category	Established Mature Business
Description	FSM specializes in providing incident management software for private and public alarm receiving centers and alarm monitoring stations in Finland.

OUR COMPANIES

FINARTIS

Acquired	2021
Location	Tolochenaz, Switzerland
Niche	Wealth Management
Category	Innovative and Growth company
Description	Founded on the desire to deliver an exceptional customer experience, Finartis is a multi-channel front-to-back Portfolio Management solution founded in Switzerland in 1986.

SCHOLARCHIP

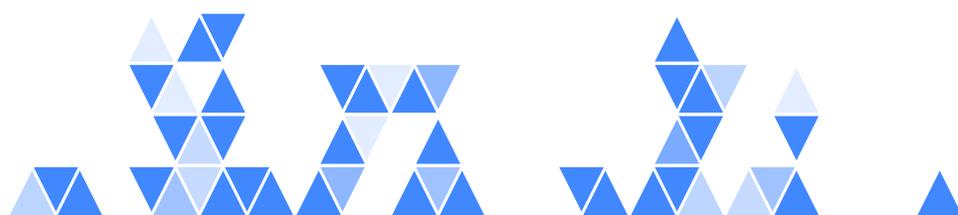|	
Acquired	2021
Location	Hicksville, NY, USA
Niche	Identity management / visitor management / school safety
Category	Market Leader
Description	ScholarChip provides integrated solutions to help schools holistically solve their biggest challenges and succeed. Their ScholarChip platform includes Behavior Management, Identification, Secure Door Access, Attendance, Visitor Management and Cafeteria Point-of-Sale solutions.

OUR COMPANIES

ASE AUTOMOTIVE SOLUTIONS

Acquired	2021
Location	Manchester, UK
Niche	Dealer Performance Management
Category	Market Leader
Description	Focused on the automotive industry, the combination of ASE's industry-recognized software, tools, and local industry expertise allows for the providing of global data services, performance improvement consultancy, and profit optimisation services tailored to the business requirements of brands and their dealer networks. ASE's business intelligence dashboard tools combined with human validation provide in-depth analysis of business performance, and brands are given the confidence to manage change and drive the performance needed to face market challenges head on.

TELEMATEL

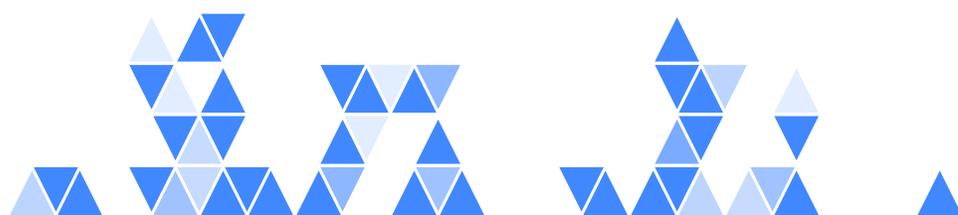|	
Acquired	2021
Location	Barcelona, Spain
Niche	Construction
Category	Market Leader
Description	Telematel creates software solutions to help clients manage their business with maximum efficiency and profitability. They develop and manage the information of the largest and most complete rate catalog or data bank in the sector. For over 30 years, they have worked with construction, service companies (installers), material distribution companies (distributors), manufacturers and purchasing centers. Telematel combines information, knowledge and technology to anticipate the future and help clients lead change. They create the digital environments that will set the standard for years to come.

OUR COMPANIES

VIDEO STREAM NETWORKS SOFTWARE

Acquired	2021
Location	Barcelona, Spain
Niche	Broadcast & Media Entertainment Software
Category	Market Leader
Description	Founded in 1990, VSN is an end-to-end software solution for the broadcast industry helping customers better manage and automate the entire media lifecycle, from planning to delivery and archive. VSN is headquartered in Barcelona, Spain.

MANUS SOFTWARE EUROPE B.V.

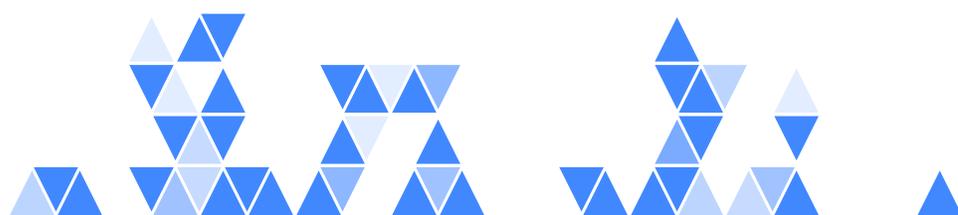| Acquired	2021
Location	Hendrik-Ido-Ambacht, Nederlands
Niche	Workforce Management
Category	Market Leader
Description	Europe's favorite solution provider for workforce planning and time management. Famous for integrating flexible and hybrid connectivity solutions into our clients' diverse workforce management systems. Our solutions are fact-based, data-driven, and always compliant.

OUR COMPANIES

FLUENT TECHNOLOGY

Acquired	2021
Location	Belfast, Northern Ireland
Niche	Grant Management Processes Software
Category	Established Market Leader
Description	Fluent Technology Ltd. is a leading provider of grant management software headquartered in Belfast, Northern Ireland. They are the authors of Flexi-Grant a market-leading cloud-based solution designed to help the third sector, not-for-profit, government, and local government organizations manage their entire grant-making processes in accordance with grant management best practices. Since 2011 Flexi-Grant has helped some of the UK's best-known grant givers to standardize the way they manage grants and process applications for more than £10bn of funding.

VOCANTAS

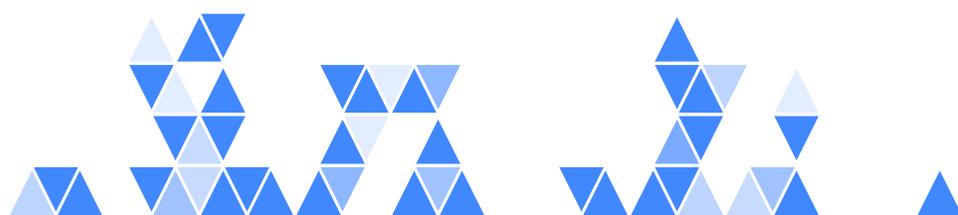|	
Acquired	2021
Location	Ottawa, ON, Canada
Niche	Workforce Management
Category	Market Leader
Description	Since 2003, Vocantas Inc. simplifies complex shift management and employee scheduling processes. It combines human intelligence with proprietary smart automation tools to assist schedulers with shift planning, while also providing them with the ability to quickly react to any staffing challenge.

OUR COMPANIES

ADVANCED WEIGHING SYSTEMS

Acquired	2022
Location	Chippewa Falls, WI, USA
Niche	Truck Scale Software
Category	Established Market Leader
Description	Headquartered in Chippewa Falls, Wisconsin, AWS has been providing unattended scale systems since 1995, which allows for automated weighing and data collection. That allows their end users to reduce their labor costs and optimize their operations.

CADIS

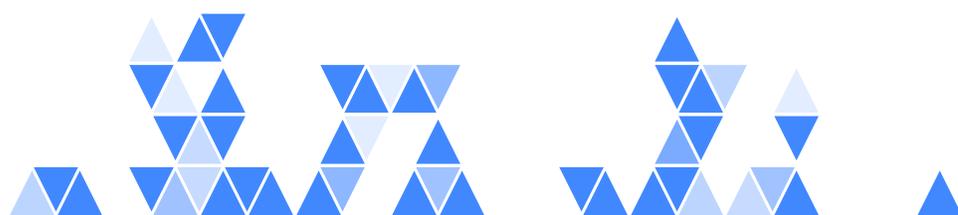|	
Acquired	2022
Location	Unterschleißheim, Germany
Niche	Transportation & Logistics
Category	Market Leader
Description	For over twenty years, the CADIS TMS solution has been offering transportation companies and logistic service providers added value through the automation of workflows with the CADIS software suite under the brand of KRATZER AUTOMATION. The CADIS operational TMS optimizes the planning, execution, and analysis of all operative work processes for freight transport, allowing customers to become faster, more efficient, and commercially more successful.

OUR COMPANIES

M&I BROADCAST SERVICES

Acquired	2022
Location	Hilversum, The Netherlands
Niche	Radio Automation and Newsroom Software
Category	Well Established Business
Description	M&I Broadcast Services makes appealing, mission-critical software for the broadcasting industry. With OmniPlayer they have set a new standard in radio automation and playout software. Most regional and nationwide stations in the Netherlands use OmniPlayer to create, manage, edit, play out and broadcast their content, news, and music flawlessly. With Nimbus Newsroom, they've created software that will let creators, journalists and editors make, edit, and bring news anytime, anywhere and from any device. M&I software is trusted by prominent European media companies such as RTL, DPG Media, Radio Italia and Talpa.

IDHAMMAR SYSTEMS

Acquired	2022
Location	Bristol, UK
Niche	Computerized Maintenance Management Systems (CMMS)
Category	Established Mature Business
Description	Idhammar Systems is a UK-based maintenance and manufacturing software company that has been at the forefront of the industry since it was founded in 1971. With over 40 years' experience, its goal is to develop, deliver and support market-leading software products that enable clients to achieve the ideal balance of efficiency and effectiveness required within maintenance and manufacturing.

OUR COMPANIES

## INATECH

Acquired	2022
Location	Chennai, India
Niche	Energy Trading & Risk Management
Category	Market Leader
Description	Established in 2002, Inatech is an innovative cloud-based energy trading risk management (ETRM) and fuel management solutions company. Serving the value chains across energy trading, fuel wholesale, distribution, and retail markets with scalable, decision-support systems, Inatech is the preferred partner for traditional energy trading businesses in their transition journey from fossil to alternative fuels.

INGENIERÍA INFORMÁTICA INTERACTIVA

Acquired	2022
Location	Barcelona, Spain
Niche	Construction
Category	Well established business
Description	Ingeniería Informática Interactiva is a leading company in the Spanish market focused on software development for commercial and industrial companies, particularly in solutions for the industrial distribution segment. For more than 30 years, our highly specialized activity has allowed us to develop a deep knowledge of the present and future needs of the companies in the industry and an agile and customized response capacity for each of our customers, mainly located in Spain, but also in France, Morocco, and Andorra.
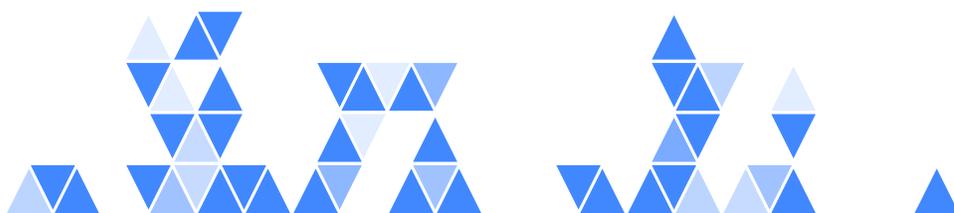
OUR PROCESS: FAST AND EASY

Because the decision makers of Valsoft are involved in the day to day, getting a deal done can take as little as 30 days from start to finish. We can often give you an offer after the initial data request has been completed. Below is our four-step process:

Step 1: Intro call

Step 2: Data Request and Indication of Interest

**Step 3**: Data Request 2 and Letter of Intent

Step 4: 30-60 day due diligence followed by Closing Purchase Agreement

FOR INITIAL VALUATION AND INDICATION OF INTEREST, PLEASE SUBMIT:

1) Corporate website and Information Memorandum (if any)

2) Quarterly financial statements for the latest 12 months, including income statement (detailing any pass-through revenue), balance sheet (including accumulated deficit if any), and cash flow statement

    a) Any additional detail on revenue mix (subscription vs. license vs. maintenance, software vs. services, recurring vs. resold, product line breakdown, etc.)

    b) Any available detail on the composition of COGS

3) Any available detail on recurring revenue retention rates

4) Summary of lease obligations, by location, showing monthly financial obligation and termination dates

5) TTM revenue by customer by product/service line (anonymous is fine)

6) Employee roster (names not necessary) with function, geography, tenure, and salary

7) Cap table, including total amount of equity funding (if applicable)

ADDITIONAL ITEMS REQUIRED FOR FINAL VALUATION AND LETTER OF INTENT

1) Management call with key executives

2) Existing management, product and/or sales presentations

3) Current year tax return (or previous year if current is not available)

4) Listing of deferred revenue detail, specifically calling out any long-term prepaid revenue (i.e. beyond 12 months)

5) 3-year recurring revenue retention detail

6) Summary of severance policy including any specific contracts with key employees

7) Listing of any other potential liability not accrued on the balance sheet with termination dates and financial obligation

8) Listing of Patents (issued or pending), including any granted patent licenses
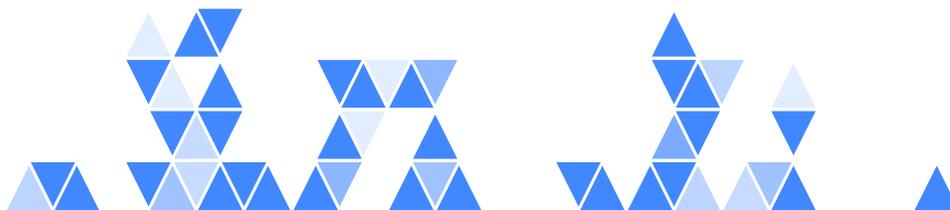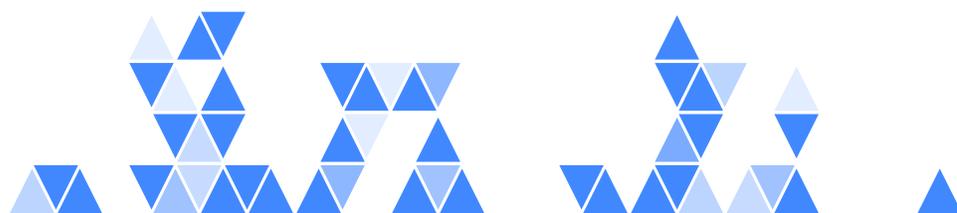
MEET OUR TEAM

SAM YOUSSEF

FOUNDER AND CEO

Sam Youssef is the founder and current CEO of Valsoft. He is a 2004 graduate from Montreal's Concordia University with a Bachelors Degree in Computer Engineering, has been creating and building businesses since the age of 15. In his early 20s, he turned a passion for technology-based businesses into a company that quickly grew to over 300 employees, with offices in North America, Europe and Australia. He also co-founded Valnet, a visionary company that operates a portfolio of the biggest content-rich entertainment web properties in the world, including TheRichest.com and ScreenRant.com. In addition to his roles at Valsoft and Valnet, Sam is an avid value investor, advisor and board member in various early-stage businesses.

STEPH MANOS

FOUNDER

Steph Manos graduated from Montreal's Concordia University in 2004 with a Bachelor's Degree in Computer Engineering Hardware, and subsequently launched a business career in his early 20s. His first venture, which grew to over 300 employees, quickly transformed him into one of Canada's most successful young tech entrepreneurs. Leveraging his experience, Steph co-founded Valsoft where he is responsible for Mergers & Acquisitions, Technology, Strategy, and Research. Steph is also an early investor in Valnet.

MEET OUR TEAM

GAURAV GOYAL

PRESIDENT, CORPORATE INVESTMENT TEAM

Gaurav holds an undergraduate degree in Finance and Economics from the Schulich School of Business at York University. He began his career in corporate M&A at Volaris Group, an operating group of Constellation Software. Most recently, he was part of the M&A team at Recall Corporation and assisted in the completion of multiple deals in North America, Brazil and Europe.

MICHAEL ASSI

CEO OF ASPIRE SOFTWARE

Michael Assi is the CEO of Aspire Software. Michael is responsible for developing the group-wide strategy while leading the executive team towards building a growth path for the organization. Michael holds a bachelor's degree in software engineering from Polytechnique, and a Master of Business Administration degree from HEC Montreal Business School.

JOSEPH KHOUBBIEH

INVESTMENT PARTNER

Joe holds an undergraduate degree in Finance from HEC Montreal as well as the CFA designation. He began his career at the Bank of Montreal as a research associate in the portfolio management team. He then spent 3 years at Dundee Capital Markets in Sales and Investment Banking before joining a Montreal-Based hedge fund as a portfolio manager. He helped start and grow the wealth management division of the business before joining a single family office as the lead portfolio manager - public and private equity.
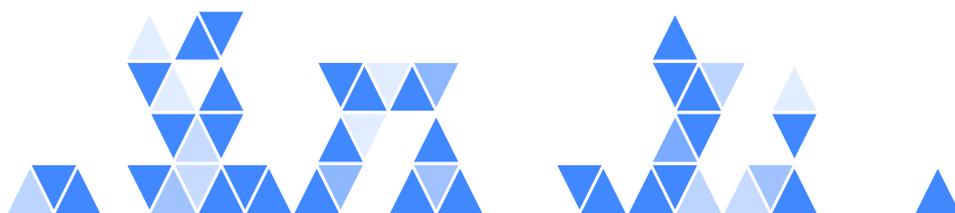
MEET OUR TEAM

JOE FARRUGGIA

INVESTMENT PARTNER

Joe Farruggia, a graduate of the John Molson School of Business, joined Valsoft in 2016. He started his career at a boutique investment bank, while passing all three levels of the CFA exam, and his interest in software and entrepreneurship led him to Valsoft. Prior to entering the world of Finance, Joe spent his days writing music for film, television and advertising.

CHRISTOPHER MALOUF

INVESTMENT PARTNER

Prior to joining Valsoft, Chris worked in the hedge fund division of Canada's largest independent financial institution. He ran his own business before having the opportunity to sell it and join Valsoft. Chris offers a unique perspective on M&A, having been on both sides of the table. Chris graduated with Great Distinction from Montreal's John Molson School of Business with a Finance Co-op Degree. In his spare time, Chris enjoys playing hockey, skiing, and is an avid traveler.

MITCH BOURASSA

VICE PRESIDENT OF OPERATIONS

Mitch holds an undergraduate degree in Finance and Accounting from the John Molson School of Business at Concordia University and proceeded to commence his career in the fast-paced industry of the bond market at one of Canada's prominent banks. After successful completion of his level 1 CFA exam, Mitch pursued his lifelong dream of physically working in a winery as well as earn his sommelier certificate before reverting to mergers and acquisition.

MEET OUR TEAM

COSTA TAGALAKIS
INVESTMENT PARTNER

After graduating from Concordia University's John Molson School of Business with a degree in accounting and finance, Costa successfully completed all three levels of the CFA Program on his first attempt. He began his career in the bond market, at a Montreal-based firm, helping provide market intelligence to corporate and governmental clients. Having grown up in his family's business, Costa joined Valsoft with a great desire to work with entrepreneurs and help execute their vision.

ANTONIO AMORMINO
### SENIOR M&A ASSOCIATE

Antonio began his career at a Montreal-based technology start-up, which would eventually grow to become a 1,000+ employee company, with offices in 8 different cities around the world. During his 12 year tenure at this company, he occupied many different roles, most notably as Managing Director of the company's Cyprus office.

DAVID FELICISSIMO
GENERAL COUNSEL

David Felicissimo is General Counsel & Partner at Valsoft. As General Counsel, David is responsible for all legal matters including extensive involvement in all acquisitions, negotiations and overseeing the corporate structure of its U.S. and European offices. David began his legal career with McMillan LLP, a national law firm based in Montreal, Canada. David received his BA from Concordia University and JD and LL.L from the University of Ottawa and completed an Executive Education Certificate at Harvard Law School.
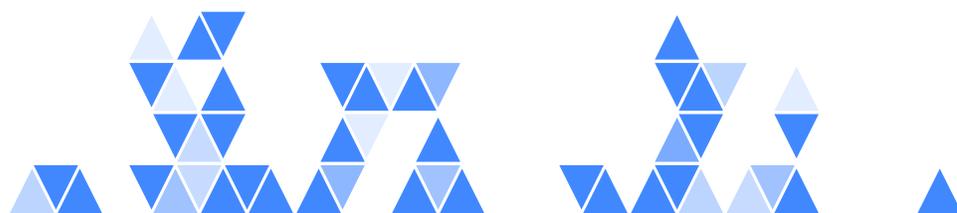
READY TO SUBMIT?

Email us at **info@valsoftcorp.com**

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