

DATE

March 17, 2022

SECTORS

Business & Tech-Enabled Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Jordan Finkler
Managing Director

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DC Advisory advised Edrans on its sale to Netrix



Background

- Founded in 2009 by Javier D'Ovidio and Martin Bianco, Argentina-headquartered Edrans is an Amazon Web Services (AWS) Premier Partner providing digital transformation solutions - including cloud managed services, cloud engineering and software development - to a global client base through a near-shore delivery model
- Edrans supports customers in the US and globally with a team of over 130 employees, including nearly 120 certified and accredited cloud consultants and developers with experience across AWS and Microsoft Azure
- Netrix, a portfolio company of OceanSound Partners, is a leading solutions provider for midsize and enterprise businesses' mission-critical IT eg cloud, security, application development, and IT service management

Process

- DC Advisory (DC), led by Jordan Finkler, provided strategic sell-side advice to Edrans, including preparing marketing materials, approaching key potential buyers, and due diligence coordination
- Edrans received significant interest due to its cloud-focused service offerings, near-shore delivery model and position within the Amazon Web Services Partner Network

Outcome

- Netrix announced its acquisition of Edrans on March 17, 2022
- The acquisition substantially scales up Netrix’s cloud solutions portfolio and adds advanced technical capabilities to better serve its growing global customer base
- Edrans adds value by expanding Netrix’s near-shore and off-shore capabilities, driven by the addition of two delivery centres in Argentina and Spain - as well as a presence in the US, Mexico, and Uruguay
- DC has completed several sell-side transactions with AWS Premier Partners and once again bolsters its credentials in the IT services space

‘We would like to thank Jordan and the wider DC team for their advice and support in delivering this transaction. Their sector knowledge, technical input, and tireless work ethic allowed us to execute a smooth transaction across several countries. We thank them for their efforts and look forward to working together in the future as we enhance the foundation of Netrix’s global cloud solutions practice.’

Javier D’Ovidio and Martin Bianco
Founders, Edrans

‘We are delighted to have advised Edrans in this transaction, our second successful sell-side with an AWS Premier Partner in the last 15 months. This transaction bolsters DC’s track record in the IT services space and demonstrates the technical expertise and global network that our clients benefit from. We look forward to seeing the next steps for Netrix and Edrans, and working with them in the future.’

Jordan Finkler
Director, DC Advisory