

DATE

January 08, 2021

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Greg Ager

Managing Director



David Dolan

Managing Director



C. Chris Hastings

Managing Director

DC Advisory advised Sigga Technologies on a strategic investment from Gemspring Capital



Background:

- Founded in Brazil, Sigga Technologies (Sigga) engaged DC Advisory (DC) in early 2020 to find the right investment partner to deliver strategic advice and relationships to help accelerate growth and further establish its presence in North America
- Sigga presented as an attractive investment opportunity due to its:
 - Consistent growth and profitability profile and ample opportunity for investment in global operations
 - Highly regarded customer satisfaction with strong gross / net retention rates (little to no churn)
- DC was selected by Sigga for its long-standing software expertise, deep enterprise asset management sector knowledge and proven transaction history with leading software PE firms

Process:

- DC and Sigga's management team worked together to find them a partner with expertise in sales, marketing and brand awareness in North America who could assist in the next chapter of its growth
- DC orchestrated a robust process including the most relevant private equity firms which resulted in Sigga selecting Gemspring Capital (Gemspring) as their next partner

Outcome:

- Sigga chose to partner with Gemspring for their experience in driving growth, market leadership and strategic value across their portfolio companies

“The DC Advisory team consistently went above and beyond from the beginning of the deal to the ultimate closing. They demonstrated clear expertise in software M&A which, combined with their tireless effort and strong execution capabilities, ensured an excellent outcome for Sigga and the existing shareholders. We are thankful for their partnership and look forward to continuing the relationship.”

Warley Boges, CEO, Sigga Technologies