

DATE

July 15, 2022

SECTORS

Business & Tech-Enabled Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Jordan Finkler
Managing Director



Chris Oliver
Managing Director

DC Advisory advised Onix Networking Corporation on its sale to Tailwind Capital



Background

- Founded in 1992, Onix Networking Corporation (Onix) is a Google-focused cloud IT services company, with over 1,400 customers worldwide, offering cloud migration and modernization, cloud managed services, and collaboration tool deployment solutions
- Onix is a 12-time Google Cloud Partner of the Year and a Google Cloud Managed Services Partner
- Tailwind Capital (Tailwind) is a middle market private equity firm investing in industrial and business services companies. Since inception, Tailwind has invested in 50 portfolio companies and over 160 add-on acquisitions

Process

- DC Advisory (DC) was exclusively engaged by Onix to provide comprehensive sell-side financial advice

Outcome

- Tailwind acquired Onix on July 5, 2022
- This transaction will enable Onix to enter into its next phase of growth, including geographical expansion, and strengthening and advancing its service offerings to complement its strong Workspace and Google Cloud Platform practices
- The successful outcome of this transaction illustrates DC's strong expertise and demonstrated track record in the IT Services sector

