

DATE

June 04, 2007

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Greg Ager

Managing Director

DC Advisory advised Railcar Management Inc. (RMI) on its sale to The Carlyle Group



RMI is a leading independent, SaaS provider of information services and transportation management software for rail carriers and shippers.

DC Advisory US won the sale assignment for RMI because of its strong track record and knowledge of enterprise applications and software-as-a-service. A key factor was our understanding of the SaaS model and deep relationships with financial sponsors.

DC Advisory US was brought in to run a sale process with the objective of obtaining the highest valuation for RMI.

Over the course of the process, DC Advisory US spoke with 103 potential buyers regarding RMI.

DC Advisory US drove a competitive auction process that resulted in 16 first round bids, 14 of which were from PE firms.

The end result was a purchase price significantly above first round bids and nearly double the client's original expectations.