

DATE

May 18, 2021

SECTORS

Technology & Software
Industrials

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



David Dolan
Managing Director



Edward Nie
Director

DC Advisory advised GPS Insight on its sale to Accel-KKR



Background

- GPS Insight, a portfolio company of Bregal Sagemount, is a leading provider of SaaS-based fleet management software and complementary solutions for class 3 – 6 fleets in the United States and Canada
- Accel-KKR is a leading tech-focused private equity firm with over \$10 billion of assets under management

Process

- DC Advisory was selected because of its unique transportation, logistics and supply chain tech experience, deep understanding of relevant buyers and longstanding relationship with GPS Insight
- DC Advisory previously advised GPS Insight on its growth equity investment from Bregal Sagemount in May 2018

Outcome

- Accel-KKR acquired GPS Insight in May 2021
- Following this transaction, GPS Insight will be merged with InSight Mobile Data and Rhino Fleet Tracking to create one of the leading end-to-end platforms for fleet management, field services and video telematics
- The new combined business will serve over 11,000 customers across more than 30 industries and over 225,000 vehicles

- Gary Fitzgerald, CEO of GPS Insight, will continue in his leadership role as CEO of the combined businesses
- This is DC Advisory's second transaction with GPS Insight in the past three years and the fourth transaction that the transportation, logistics and supply chain tech team has completed involving Bregal Sagemount in the past five years

“Our first experience with Dave Dolan, Eddie Nie, and the whole DC Advisory team was so successful, that we were thrilled to work with them a second time. Their deep M&A expertise combined with extensive industry knowledge almost guarantees a successful outcome for all parties involved.”

Gary Fitzgerald
CEO, GPS Insight

“Dave Dolan, Eddie Nie and the DC Advisory team have been great long-term partners over many years. Their experience in transportation technology has helped us avoid many pitfalls during that time. They have advocated tirelessly on our behalf to ensure the best outcome for the company, employees and our future.”

Rob Donat
Founder & Chairman, GPS Insight