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SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



David Dolan

Managing Director

DC Advisory advised MCA Solutions on its merger with Servigistics



Service parts powerhouse emerges, with combined assets of Servigistics, Xelus, and MCA Solutions

ATLANTA — Servigistics, the worldwide leader in Service Lifecycle Management (“SLM”) software, announced today that it has completed a merger with MCA Solutions, a leading best-of-breed provider of service parts optimization solutions. Servigistics’ majority shareholder, Marlin Equity Partners, a Los Angeles, CA-based private investment firm with over \$1 billion of capital under management, funded the MCA acquisition as part of its plan to accelerate Servigistics strategic growth. DC Advisory* acted as exclusive financial advisor to MCA Solutions in connection with this transaction.

“Durable goods manufacturers around the world continue to invest in extending the usable life of the products they sell, aiming to bolster post-sales service revenue and profit streams,” stated Eric Hinkle, CEO, Servigistics. “This trend is increasingly prevalent given the persistence of global economic uncertainties into 2012, so the timing for merging with MCA could not be better.”

Servigistics will be integrating MCA’s offerings in Performance Management, Business Design, Demand Forecasting, Inventory Optimization, Supply Planning, Contract Management, Network Design, Lifecycle Management, Budget Management, and Supplier Management into its existing SLM portfolio, creating the market’s broadest and deepest solution for post-sales service automation. MCA’s three deployment options – Enterprise, On-Demand, and Desktop – will also open up new markets for the combined company.

Dr. Morris Cohen, Chairman and co-founder of MCA Solutions, added, “I am pleased to be combining forces with Servigistics and eager to help realize the extended vision for competing through service made possible by the integration of our companies.”

Following the merger and integration of Xelus from Click Commerce, Servigistics now

boasts unparalleled capabilities in service parts planning and optimization, backed by the industry's strongest team of domain expertise in aerospace and defense, high-tech, industrial equipment, motor vehicles, oil and gas, medical equipment, and consumer electronics and appliances.

"I am excited about the opportunity to complement MCA's existing service parts deployments with the other offerings in Servigistics portfolio, including Field Service, Service Logistics, Service Knowledge, Service Content, Remote Service, and Service Parts Pricing," said Robert Salvucci, President and CEO of MCA Solutions. "The advanced capabilities within MCA's service parts offerings will strengthen Servigistics' existing solution deployments."

MCA operates out of offices in Philadelphia, PA and Brussels, Belgium. These locations will now become Servigistics offices and will strengthen Servigistics' existing presence in these major markets.

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President and CEO of MCA Solutions

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