

DECISIONPOINT

QUARTERLY VIEWPOINT:

For the Quarter Ended June 30, 2025 and the Latest Twelve Months

Q2 | 25

1. Market Leader for Mid-Market Technology M&A	3
2. Software	
I. Software as a Service (SaaS)	4
II. Internet Software & Services	5
III. Enterprise Software	6
IV. Business Intelligence Software	7
V. Infrastructure Software	8
3. Services	
I. IT Services	9
II. Hosted & Managed Services	10
III. IT Outsourcing	11
IV. IT Staffing	12
3. Sector to Watch	
I. Artificial Intelligence & Machine Learning	13

Market Leader for Mid-Market Technology M&A:

This Quarterly ViewPoint covers trends, public valuation multiples, and relevant M&A activity for the software and services sectors. To illustrate general capital market and M&A trends within these sectors, DecisionPoint has selected a group of representative public comparables and transactions. This data is provided for informational purposes only. All data represents publicly available information.

DecisionPoint is a unique leader in M&A advisory services for middle-market technology companies and their venture capital investors in the software, services, and healthcare IT sectors.



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Software: Software as a Service (SaaS)

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP SaaS Index EV/Revenue Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Salesforce	\$272.69	\$264,577.5	\$254,652.6	6.6x	24.3x
Intuit	\$787.63	\$223,096.2	\$220,620.0	12.1x	42.3x
ServiceNow	\$1,028.08	\$214,709.1	\$208,770.7	18.2x	NM
Shopify	\$114.78	\$149,618.7	\$144,539.2	15.4x	99.4x
Workday	\$240.00	\$64,609.1	\$59,406.0	6.8x	82.9x
Veeva Systems	\$287.98	\$47,715.6	\$41,068.3	14.4x	39.0x
Zoom	\$77.98	\$24,518.9	\$15,861.3	3.4x	10.8x
LivePerson	\$1.01	\$91.4	\$447.4	1.5x	NM
Upland Software	\$1.95	\$53.8	\$405.9	1.5x	24.4x
Median:	\$240.00	\$64,609.1	\$59,406.0	6.8x	39.0x

Note to Reader: Most private companies will receive a 15-30% size and liquidity discount compared to public multiples

SECTOR HIGHLIGHTS

- The median Software As A Service index was trading at 6.8x revenue (based on Enterprise Value to Revenue) at the closing of Q2.
- One of the largest deals of the quarter was Xero Limited's \$2.5 billion acquisition of Melio Payments, a fast-growing U.S. accounts payable and receivable platform for small businesses. The New Zealand-based accounting software provider aims to accelerate its U.S. expansion through this deal, which was mostly paid in cash, highlighting Xero's confidence in Melio's strategic fit and growth potential.
- The SaaS M&A market showed mixed signals in Q2 2025. Deal volume saw a slight decline from Q1, and the median multiple decreased from 4.4x to 3.4x, reflecting more selective buyer behavior. However, total deal value jumped from \$19 billion to just under 35 billion, suggesting that while fewer deals closed, the quarter included several large transactions. Strategic acquirers are prioritizing scale and profitability, targeting more mature firms in the SaaS market. With interest rates still elevated and IPO markets only cautiously reopening, M&A remains a key path for well-established SaaS firms to scale or exit.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	EV/Rev	Enterprise Value (\$m)
2025-06-24	Xero Limited	Melio Payments	16.4	2,506.0
2025-05-29	Hayes Management Consulting	Streamline Health Solutions	1.9	23.1
2025-05-29	Vista Equity Partners Management	Acumatica	16.0	2,000.0
2025-05-29	Wolters Kluwer	Brightflag	21.1	480.0
2025-05-25	WiseTech Global Limited	E2open Parent Holdings	3.7	1,321.0
2025-05-21	Publicis Groupe	Captiv8	5.5	175.0
2025-05-06	TPG Capital	AvidXchange Holdings	4.2	2,165.4
2025-04-28	Sapiens International Corporation	Coforge Advantegogo	3.0	57.2
2025-04-28	TPG Capital	Sabre Corporation	3.4	1,100.0
2025-04-15	RadNet	iCAD	4.1	99.1
2025-04-03	WPP	InfoSum Limited	15.0	150.0
2025-04-02	Gainsight	Skilljar	2.6	65.0

Software: Internet Software and Services

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP Internet Software & Services Index EV/Revenue Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (EV)	EV/ LTM Revenue	EV / LTM EBITDA
Amazon.com	\$219.39	\$2,358,826.4	\$2,367,801.6	3.6x	18.2x
Alphabet	\$176.23	\$2,160,756.0	\$2,073,075.7	5.8x	14.3x
Meta Platforms	\$738.09	\$1,922,909.0	\$1,835,088.8	10.8x	20.6x
Netflix	\$1,339.13	\$586,656.8	\$576,541.2	14.4x	21.4x
Uber	\$93.30	\$201,632.5	\$201,134.0	4.4x	30.3x
Booking Holdings	\$5,789.24	\$194,870.2	\$189,305.8	7.9x	23.3x
Expedia Group	\$168.67	\$22,973.5	\$23,032.8	1.7x	9.9x
Snap (Social/Platform Software)	\$8.69	\$14,524.4	\$15,526.5	2.8x	NM
Yelp	\$34.27	\$2,377.7	\$1,887.0	1.3x	7.9x
Groupon	\$33.45	\$1,343.8	\$1,358.0	2.8x	NM
Cimpress	\$46.99	\$1,223.1	\$2,708.7	0.8x	7.2x
Median:	\$168.67	\$194,870.2	\$189,305.8	3.6x	18.2x

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SECTOR HIGHLIGHTS

- The median Internet Software and Services index was trading at 3.6x revenue (based on Enterprise Value to Revenue) at the closing of Q2.
- The Internet Software & Services sector saw continued strength in Q2 2025, driven by rising enterprise demand and expanding platform capabilities. Cloud-native firms focused on workflow automation, data infrastructure, and API services have benefited from strong recurring revenue and deepening customer adoption. Meanwhile, consumer-facing platforms are seeing improved monetization through AI-driven ad targeting and pricing strategies. As topline growth normalizes, the sector is leaning into operational efficiency and product-led expansion to sustain momentum.
- Meanwhile, Netflix continues to outperform expectations, solidifying its place as a leader among streaming platforms. For the trailing twelve months ending Q2 2025, Netflix reported a 27% YoY increase in operating income, reaching \$3.35B, and revenue climbed 15% over the same period. The company's stock has surged over the last 12 months, reflecting investor confidence in its monetization strategy. Initial backlash over Netflix's password-sharing crackdown has largely faded, as more users transition to paid subscriptions. At the same time, the rollout of ad-supported tiers and premium pricing strategies has lifted both revenue and profitability. With a steady stream of new content and further price hikes expected, growth will likely continue barring significant consumer pushback.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	Enterprise EV/Rev Value (\$m)
2025-06-27	TBC Bank Uzbekistan	Shoppe Group	17.0
2025-06-11	DoorDash	SYMBIOSYS CORP	175.0
2025-05-13	Robinhood Markets	WonderFi Technologies	4.00 156.4
2025-04-09	ZOZO	LYST	154.0
2025-05-06	DoorDash	Sevenrooms	1,200.0
2025-05-06	DoorDash	Deliveroo	1.20 3,037.4
2025-05-08	Coinbase Global	Deribit FZE	2,862.2
2025-05-09	CoStar Group	Domain Holdings Australia Limited	7.50 1,880.2

Software: Enterprise Software

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP Enterprise Software Index EV/Revenue Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (EV)	EV / LTM Revenue	EV / LTM EBITDA
Microsoft	\$495.94	\$3,703,803.9	\$3,667,050.8	13.6x	24.9x
Oracle	\$210.24	\$602,547.8	\$683,948.0	11.9x	29.3x
SAP	\$301.64	\$356,686.9	\$349,178.6	9.3x	34.8x
IBM	\$289.70	\$272,364.7	\$318,688.2	5.1x	27.5x
Constellation Software	\$3,652.45	\$77,400.9	\$80,229.9	7.7x	31.1x
Autodesk	\$305.13	\$66,136.9	\$65,784.9	10.4x	44.6x
Dassault Systemes	\$36.30	\$48,414.3	\$45,704.5	6.8x	22.5x
Ansys	\$347.19	\$30,546.4	\$29,531.1	11.4x	33.8x
Tyler Technologies	\$581.10	\$25,398.6	\$24,891.8	11.4x	NM
PTC	\$169.34	\$20,490.5	\$21,639.5	9.2x	28.3x
Manhattan Associates	\$197.35	\$12,224.2	\$11,817.2	11.2x	42.3x
Amdocs	\$91.03	\$10,178.9	\$10,627.5	2.2x	12.5x
Blackbaud	\$64.07	\$3,181.4	\$4,279.4	3.7x	NM
Verint Systems	\$18.78	\$1,174.2	\$1,829.6	2.0x	13.8x
Stratasys	\$11.19	\$798.4	\$822.5	1.5x	NM
Median:	\$210.24	\$30,546.38	\$29,531.13	9.2x	28.8x

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SECTOR HIGHLIGHTS

- The median Enterprise Software index was trading at 9.2x revenue (based on Enterprise Value to Revenue) at the closing of Q2.
- Enterprise software multiples continued to have steadied in Q2 after sharply rebounding from the dip in March. Enterprise software companies show promise in their long-term value due to AI and cloud adoption, but current macro factors like tariffs still cause uncertainty in the market. Despite macro risks, the enterprise software market is expected to maintain its upward trajectory through the second half of 2025.
- Only four enterprise software deals were announced in Q2, underscoring a broader trend: deal flow is shifting away from traditional enterprise software and toward SaaS platforms, which fall outside the scope of this index. Buyers are prioritizing recurring revenue, flexible deployment, and ease of integration—features more commonly found in SaaS models. The few transactions that did occur this quarter focused on specialized tools.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	Enterprise EV/Rev Value (\$m)
2025-05-02	PeakAvenue	APIS Informationstechnologien	
2025-04-09	Demand Science Group	Bound Systems	
2025-04-03	Stratify Aerospace	Metron Aviation	
2025-04-03	Beroni Informtica	Diurnus	

Software: Business Intelligence Software

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP BI Software Index EV/Revenue Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Snowflake	\$146.16	\$48,628.5	\$46,886.4	12.9x	NM
Verisk Analytics	\$297.62	\$42,512.7	\$44,708.5	15.5x	26.9x
Elastic	\$89.10	\$9,268.2	\$8,606.9	6.0x	NM
Pegasystems	\$69.52	\$6,231.4	\$5,781.4	3.9x	36.3x
Informatica	\$17.45	\$5,470.4	\$5,908.6	3.6x	20.9x
Onestream	\$21.34	\$4,994.5	\$3,308.7	6.8x	NM
PROS Holdings	\$19.03	\$896.6	\$1,048.5	3.2x	NM
Domo	\$7.76	\$293.9	\$389.3	1.2x	NM
Median:	\$45.43	\$5,850.9	\$5,845.0	4.9x	26.9x

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SECTOR HIGHLIGHTS

- The median Business Integration Software index was trading at 5.5x revenue (based on Enterprise Value) at the end of Q2.
- BI Software focuses on compiling and integrating data to help companies make better financial decisions. It is approximately a \$45B sector that is projected to have a 10% CAGR through 2030. This confidence is fueled by large software companies such as Salesforce and Microsoft. One acquisition that highlights this is TA Associates acquiring FD Technology for 315.8m at 1.8x revenue. FD Technologies developed a KX platform which provides AI driven data such as pre- and post-trade analytics. With confidence in FD Tech.'s KX technology, TA associates plans to scale KX globally and facilitate rapid growth. Many of the acquisitions in the BI Software sector contain little public information such as multiples. This reflects how many deals are bolt on acquisitions. Due to niche roles that BI Software companies provide, many are acquired to fill gaps in larger companies' software. For this reason, most acquisitions involve innovative, small, private companies.
- Total deals have stayed relatively equal moving from Q1 to Q2. With over 100 deals within the first two quarters, the BI Software sector shows promise and growth.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	EV/Rev	Enterprise Value (\$m)
2025-06-25	Ideagan	Converge Point		
2025-06-25	Wowza Media Systems	AVA Intellect		
2025-06-11	Visma AS	Esculine B.V.		
2025-06-10	Facsimile Communication	Interloop Tech.		
2025-06-09	Assist Digital	Hyntelo		
2025-06-04	TPG Capital	Aurora Energy Research		
2025-05-27	Diginex	Matter DK		13.0
2025-05-22	Diligent Corporation	Vault Platform		
2025-05-21	Fuel Cycle	UXR Tech. Pvt		
2025-05-08	TA Associates Management	FD Tech.	1.80	315.8
2025-04-08	Humach	Markets EQ		
2025-04-08	Sales Benchmark Index	Daydream Factory		

Software: Infrastructure Software

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP Infrastructure Software Index EV/Revenue Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Check Point Software Technologies	\$221.25	\$24,881.1	\$22,514.3	8.6x	23.2x
NetApp (Systems and F5 (IT Consulting and Outsourcing)	\$106.55	\$22,269.0	\$20,994.0	3.2x	13.3x
Trend Micro	\$294.32	\$17,366.9	\$15,910.8	5.4x	18.7x
CommVault Systems	\$69.02	\$9,203.5	\$7,755.8	4.3x	15.4x
Progress Software	\$174.33	\$7,877.4	\$7,470.9	7.5x	NM
Radware	\$63.84	\$2,840.3	\$4,139.1	4.8x	16.2x
Magic Software Enterprises	\$29.44	\$1,294.6	\$1,023.1	3.6x	NM
Allot Communications	\$19.03	\$934.5	\$935.2	1.6x	11.6x
	\$8.55	\$335.4	\$379.3	4.1x	NM
Median:	\$69.02	\$7,877.4	\$7,470.9	4.3x	15.8x

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SECTOR HIGHLIGHTS

- The median Infrastructure Software index was trading at 4.3x revenue (based on enterprise value) at the end of Q2.
- Software companies involved in acquisitions to improve their infrastructure are focused on making strategic moves to provide “end-to-end” solutions for customers. One deal that highlights this is the acquisition of Memfault by Nordic Semiconductor for 120m. Nordic Semiconductor’s focuses on making wireless chips and has integrated Memfault’s technology. This provides updates, crash reports, and other risk preventing aspects. The founders of Memfault have reinvested 30% of proceeds back into Nordic Semiconductor equity, demonstrating confidence in the product and sector.
- Total deals have increased by 50% from Q1 to Q2. This is another indicator of sector confidence and companies wanting to increase their software’s capabilities.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	Enterprise Value (\$m)
2025-06-24	Nordic Semiconductor	Memfault	120.0
2025-06-24	EcoOnline Holding	D4H Tech.	
2025-06-09	Juan Grobler	Global Footprints	
2025-05-19	AddSecure Group	Grouptalk Sweden	
2025-05-13	Blancco Tech. Group	Key Deploy	
2025-05-05	Norvestor Equity	PSA Solution	
2025-04-23	TeamDynamix Solutions	Sassafras Software	
2025-04-23	Catamorphic	Highlight	
2025-04-16	Flexagon	Rookery Software	
2024-05-14	Virtual Instruments	Zenoss	

Services: IT Services

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP IT Services Index EV/EBITDA Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Accenture	\$298.89	\$189,289.9	\$185,687.1	2.7x	16.0x
Cognizant Technology	\$78.03	\$38,722.4	\$37,651.3	1.9x	10.5x
Capgemini	\$170.09	\$29,999.8	\$32,072.2	1.3x	9.8x
NTT Data Group	\$27.66	\$38,788.8	\$61,140.5	2.0x	13.5x
CDW	\$178.59	\$24,033.7	\$28,823.2	1.4x	14.7x
Booz Allen Hamilton	\$104.13	\$13,358.9	\$16,254.6	1.4x	10.4x
CACI International	\$476.70	\$10,721.9	\$13,742.8	1.6x	14.8x
DXC Technology	\$15.29	\$2,827.4	\$5,791.9	0.4x	2.9x
ICF International	\$84.59	\$1,593.8	\$2,241.1	1.1x	10.3x
The Hackett Group	\$25.44	\$719.0	\$714.7	2.3x	17.2x
Median:	\$94.36	\$18,696.3	\$22,538.9	1.5x	12.0x

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SECTOR HIGHLIGHTS

- The median IT Services index was trading at 12.0x EBITDA (based on Enterprise Value to EBITDA) at the closing of Q2.
- The largest and most notable acquisition of the quarter was KKR's asset purchase of Datagroup. Datagroup delivers outsourced managed IT solutions to mid-size businesses across Europe. This deal suggests increasing private equity interest in European tech enablers, not just US SaaS companies. KKR stated, "This investment reflects our strong belief in the importance of digital infrastructure and in Datagroup's potential to lead the digitization of German Mittelstand companies and beyond."
- IT Services M&A activity dipped in Q2 with deal count falling slightly and total value dropping sharply from \$3 Billion to \$860 million. Median deal value saw roughly a 60% increase suggesting buyers are focusing on higher quality targets. The median transaction comps multiple held steady at 0.8x, meaning valuations remained fairly consistent despite broader market uncertainty. This aligns with a wider trend of strategic and private equity buyers focusing on AI capabilities, data infrastructure, and digital transformation assets. Looking into Q3, deal flow will likely stay selective, but sustained demand for specialized IT services should support a gradual market rebound.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	EV/REV	Enterprise Value (\$m)
2025-06-20	Qualco Group	Empedus		5.2
2025-06-18	Knowit	Mislo		5.4
2025-06-02	Alithya Group	eVerge Group		18.8
2025-05-27	Atturra Limited	DalRae Solutions		3.1
2025-05-08	Digia Plc	Savangard	0.80	13.2
2025-05-01	Tecsys	Pivotree		2.0
2025-04-28	Hanses Technologies Limited	Conuti	0.60	8.5
2025-04-17	Infosys Limited	MRE Consulting	1.10	36.0
2025-04-15	Kohlberg Kravis Roberts & Co	Datagroup	0.80	276.3
2025-04-07	Softcat plc	Oakland Group Services		10.3

Services: Hosted & Managed Services

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP Hosted Services Index EV/EBITDA Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Equinix	\$795.47	\$76,770.6	\$93,813.1	10.6x	27.9x
Digital Realty	\$174.33	\$58,841.2	\$77,303.1	13.7x	28.8x
SAIC	\$112.61	\$5,565.7	\$7,672.3	1.0x	11.2x
ePlus	\$72.10	\$1,922.6	\$1,651.5	0.8x	9.1x
Cancom	\$32.74	\$1,070.1	\$839.3	0.5x	7.5x
Redcentric	\$1.71	\$279.3	\$361.8	1.7x	10.5x
Sify Technologies	\$4.59	\$285.8	\$720.3	1.5x	7.5x
iomart	\$0.39	\$44.7	\$108.4	0.7x	2.5x
Median:	\$32.74	\$1,070.1	\$839.3	1.3x	9.8x

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SECTOR HIGHLIGHTS

- The median Hosted & Managed Services index was trading at 9.8x EBITDA, (based on Enterprise Value) at Q2 closing.
- With large emphasis on tech. integration in business operations, Hosted & Managed Services are demanded sector. This sector focuses on preventing cybersecurity threats and software integration. Many of these companies are doing bolt-on acquisitions to increase the H&M services that they can provide. One deal that highlights this is the acquisition of Abacus by PCTechnix. Abacus offers IT services such as cybersecurity and integration of applications such as Microsoft 365. PCTechnix aims to not only increase the services they provide but also expand their network into Ireland. Abacus has demonstrated a successful brand with 350 customers and a TTM of roughly 8m.
- The Hosted & Managed Services sector has shown consistency in the M&A activity in both 2025 quarters. When compared to other sectors, Hosted & Managed services are trading at higher EBITDA multiple demonstrating a high value sector.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

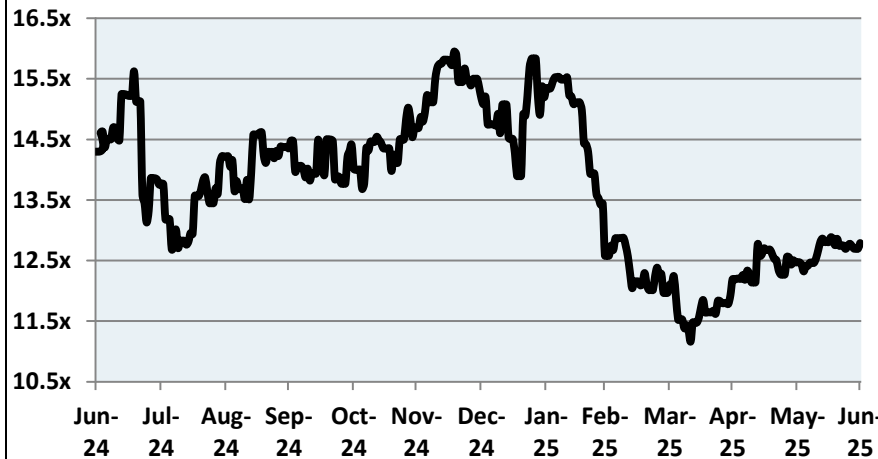
Announced Date	Acquirer Name	Target Name	Target TTM Revenue (\$m)	Enterprise Value (\$m)
2025-06-18	PCTechnix	Abacus Systems & Networks	8	
2025-06-05	Silicom Group	Dialogue Logique		
2025-06-03	Lyra Tech. Group	PCH Tech.		
2025-06-02	NWN	US Resources		
2025-05-26	Arctic Stream	Optimizer		2.7
2025-05-14	NOBIX Group	Digital Mountain		
2025-05-06	Park Place Tech.	Computer Systems Integration		
2025-04-29	Cipherwave Storage Solutions Holdings	Conekt Holdings		
2025-04-18	Netsurit	Omnipotech		
2025-04-09	Focus 4 U	Matrix Platinum		

Services: IT Outsourcing

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP IT Outsourcing Index EV/EBITDA Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 6/30/2025	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Tata Consultancy Services	\$40.17	\$145,321.1	\$141,659.0	4.7x	17.6x
Automatic Data	\$303.45	\$124,057.9	\$124,763.1	6.6x	26.2x
Infosys	\$18.77	\$77,904.5	\$74,193.8	3.8x	NM
Cognizant Technology	\$77.74	\$38,578.5	\$37,508.3	1.9x	10.5x
Wipro	\$3.09	\$32,449.8	\$28,438.7	2.7x	NM
CGI Group	\$103.67	\$23,708.1	\$25,544.3	2.4x	12.5x
CSG International	\$64.43	\$1,838.3	\$2,295.6	1.9x	11.4x
Unisys	\$4.49	\$312.3	\$467.1	0.2x	2.7x
Median:	\$ 52.30	\$ 35,514.13	\$ 32,973.52	2.5x	12.0x

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SECTOR HIGHLIGHTS

- The median IT Outsourcing index was trading at 12.0x EBITDA, (based on Enterprise Value) at the closing of Q2.
- With advancements in AI tools, manual coding and other outsourced tasks have greatly been reduced. Near shore initiatives like Tekletics are rising due to in-house staffing and same time zones. One deal that highlights this is the acquisition of Blackstone acquiring TaskUs for 574.5M. TaskUs AI support grew around 50% in Q1. This drastic growth resulted in this deal, allowing for Blackstone to integrate this AI support software and establish AI support services for their customers. This demonstrates the movement away from offshoring and a greater dependence on AI services.
- The deal amounts have stayed consistent through quarters (Q1 with 81 and Q2 with 89). However, total deal value has dropped over 700M despite this increase. This may indicate uncertainty in the IT Outsourcing market with companies wanting to minimize risk. This would lead to smaller, bolt-on acquisitions that require less capital.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	EV/ EBITDA	Enterprise Value (\$m)
2025-06-26	AROBS Transilvania Software	Codingscape	1.10	17.1
2025-06-19	System Support Holdings	Echo System	0.40	3.6
2025-05-21	Transom Capital Group	SigmanTron International	0.30	84.8
2025-05-20	Sagtec Global	Smart Bridge Technology		22.0
2025-05-14	Nextracker	Bentek		78.0
2025-05-10	Scanfil Oyj	ADCO Circuits		19.4
2025-05-09	Blackstone	TaskUs	0.60	574.5
2025-05-07	Kaynes Technology	August Electronics		41.4
2025-05-06	Loomis	Burroughs	0.70	72.0
2025-04-17	MISUMI	Fictiv		350.0
2025-04-08	Asignet USA	Cass Information Systems		18.0
2025-04-03	Test Fly	Red Cerberus Brasil	0.30	1.5

Services: IT Staffing

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP IT Staffing Index EV/EBITDA Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Robert Half	\$41.05	\$4,194.6	\$4,094.0	0.7x	11.4x
ASGN	\$49.93	\$2,245.6	\$3,426.9	0.9x	9.1x
ManpowerGroup	\$40.40	\$1,935.2	\$2,946.4	0.2x	8.0x
Kforce	\$41.13	\$766.6	\$846.7	0.6x	12.2x
Kelly Services	\$11.71	\$414.8	\$651.4	0.1x	32.9x
RCM Technologies	\$23.56	\$184.5	\$199.5	0.7x	7.9x
Mastech Digital	\$7.17	\$86.4	\$63.1	0.3x	10.9x
Median:	\$40.40	\$766.6	\$846.7	0.6x	10.9x

Note to Reader: Most private companies will receive a 15-30% size and liquidity discount compared to public multiples

SECTOR HIGHLIGHTS

- The median IT Staffing index was trading at 10.9x EBITDA (based on Enterprise Value) at the closing of Q2.
- In Q2 2025, there was a rebound in project-based hiring, as companies prioritized flexible staffing over permanent headcount. Demand rose for contractors in areas like cloud, cybersecurity, and digital transformation, benefiting firms with deep talent networks and fast onboarding capabilities. Hybrid work preferences and cost control remain key drivers of this shift.
- In Q2 2025, IT staffing firms remained more successful at sourcing talent than at generating new business. The growing difficulty of expanding sales pipelines has encouraged many firms to pursue inorganic growth strategies, particularly by deepening relationships with existing clients. One notable transaction this quarter was Teleperformance SE's acquisition of Agents Only Technologies Inc., which highlights the sector's continued focus on tech-driven workforce solutions. Teleperformance's move to acquire the firm—announced on June 18, 2025—aligns with its strategy to deepen digital engagement capabilities and enhance AI-enabled service offerings. The deal reflects ongoing consolidation in the outsourced customer experience and staffing services space, emphasizing the importance of digital innovation in scaling service delivery.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	EV/ EBITDA	Enterprise Value (\$m)
2025-06-26	AROBS Transilvania Software S.A.	Codingscape		17.1
2025-06-18	Teleperformance SE	Agents Only Technologies Inc.		
2025-06-16	INSPYR Solutions	BGSF	1.00	99.0
2025-06-11	Innovient Solutions	The Denzel Group		
2025-06-05	Genpact Limited	XponentL Data		
2025-05-28	TELUS International	Gerent		
2025-05-08	Accenture	Yumemi		
2025-05-06	Accenture	Ascendient		
2025-05-02	Cadre Information Technologies	TALINT Solutions		
2025-04-23	Accenture	TalentSprint		

Artificial Intelligence & Machine Learning

HIGHLIGHTS, VALUATION METRICS, AND RECENT M&A ACTIVITY

MARKET PERFORMANCE

DP AI & ML Index EV/Revenue Multiple
Latest Twelve Months



VALUATION METRICS

Company	Stock Price 06/30/25	Market Cap.	Enterprise Value (\$M)	EV/ LTM Revenue	EV / LTM EBITDA
Nvidia	\$157.99	\$3,907,764.2	\$3,810,584.1	25.7x	42.8x
Palantir Technologies	\$136.32	\$339,299.9	\$316,612.0	101.6x	NM
International Business Machines	\$294.78	\$277,140.7	\$323,409.5	5.1x	27.9x
ServiceNow	\$1,028.08	\$214,709.1	\$208,770.7	18.2x	NM
CrowdStrike Holdings	\$509.31	\$125,423.1	\$123,156.0	29.8x	NM
SentinelOne	\$18.28	\$5,839.0	\$5,323.5	6.2x	NM
C3.ai	\$24.57	\$3,171.7	\$2,564.0	6.6x	NM
Median:	\$157.99	\$214,709.1	\$208,770.7	18.2x	35.3x

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SECTOR HIGHLIGHTS

- The median AI & ML index was trading at 18.2x Revenue (based on Enterprise Value) at the closing of Q2.
- Momentum in the AI & ML sector remained strong through mid-2025, with enterprise value-to-revenue multiples holding firm at a median of 18.2x. The sector continues to benefit from robust demand across the country. This year's major industry development has been accelerating between commercial and government verticals, particularly in defense and national security. A major industry development this year has been the acceleration of the \$175 billion Golden Dome national defense initiative, now in advanced planning stages. Anchored by SpaceX, the initiative has increasingly leaned on AI-native firms like Palantir and Anduril for mission-critical software and real-time intelligence infrastructure. This alignment between AI firms and defense programs not only reinforces public-sector demand but also signals growing institutional reliance on AI for strategic planning, battlefield autonomy, and cybersecurity. These trends are helping to de-risk revenue models across the sector while providing long-term growth visibility.

MERGERS & ACQUISITIONS (SAMPLE DEALS)

Announced Date	Acquirer Name	Target Name	Enterprise E/Rev Value (\$m)
2025-05-16	Cohere Inc. [fka Secant Inc.]	Ottogrid [fka CognosysAI, Inc]	
2025-05-14	Kinetic Group	Binnops Technologies	

Our team of professionals brings a unique combination of technological, financial, and operational experience to our clients and their transactions. With backgrounds and deal experience spanning Wall Street investment banks, multi-billion dollar corporations, and high growth start-ups, we have an exceptional understanding of how to successfully achieve our clients' strategic initiatives.



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