

Successful buy-side transaction in the technology sector: Walther Transaction advises iteratec on its acquisition of HI NEXT

Munich, 09.11.2023 - The M&A consultancy Walther Transaction advised Munich-based iteratec GmbH on its search for a suitable strategic acquisition.

iteratec is a software and technology company that develops individual digital solutions for its customers, from the initial idea through implementation and operation to empowering the respective organizations. The company was looking to further expand its end-to-end service portfolio. With the acquisition of HI NEXT, an agency specializing in digital business innovation, iteratec will be able to support its customers even more effectively in the early phases of digital product and business model development and strengthen its position as a strategic partner for sophisticated digitalization projects.

HI NEXT has more than 20 years of experience in supporting innovation for digital products and services and was searching for a strategic partner to grow further. Of particular interest was a buyer whose strength lies in the area of implementation and who is large enough to receive attractive follow-up orders for the digital concepts created by HI NEXT. Due to the strategic and personal fit, iteratec was the preferred investor.

iteratec had already submitted a term sheet for HI NEXT and commissioned Walther Transaction to review and validate the target's financial documents, particularly with regard to the valuation. Furthermore, iteratec required professional management of the buy-side process in the further negotiation phase, which was successfully completed in September 2023. Stefan Rauch, Managing Director of iteratec, comments on the acquisition as follows: "HI NEXT's services optimally complement our range of services. With their expertise and experience in the design of digital products, we can now provide our customers with much more comprehensive support in the early phases of a digital project."

Christian Ehl, CEO of HI NEXT, adds: "As part of iteratec, we have the opportunity to offer our customers creation, software development and transformation at the highest level from a single source and at the same time to further develop our own core competencies in a targeted manner. We share the same aspiration, namely, to develop our clients into digital champions."

About iteratec:

Founded in Munich in 1996, iteratec is an end-to-end partner for the digital transformation of companies and public sector organizations, harnessing the potential of digital technologies and securing long-term competitive advantages for its customers in increasingly digital market environments. The range of services extends from joint innovation development and the technical implementation of customized software solutions and system landscapes to their operation and continuous further development as well as the empowerment of organizations through training and agile methods.

About HI NEXT

HILLERT NEXT is an innovative digital agency with more than 20 years of experience in developing customized solutions that help companies improve their business. The interdisciplinary team combines strategic and digital expertise. HI NEXT anticipates future challenges and, as a proactive partner, provides

comprehensive support in optimizing business processes and develops tailor-made, flexible, technologically innovative solutions.

About Walther Transaction:

Walther Transaction is an international transaction specialist for company sales and acquisitions based in Munich. Mark Walther's teams have successfully completed over 360 corporate transactions and business development projects to date. Walther Transaction has particular expertise in the healthcare, technology and industrials sectors.

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