

CASE STUDY

We get the deal done.

Skoyen Software acquired Bartec Municipal Technologies

TECH

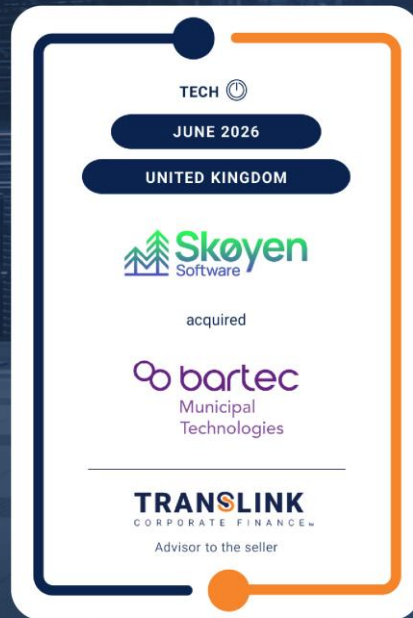


TRANSACTION ANNOUNCEMENT

Translink Corporate Finance advised Bartec Municipal Technologies on its sale to Skoyen Software

Bartec Municipal Technologies is the leading UK provider of integrated software platforms that enable the safe and efficient delivery of front-line municipal services, including waste collection, recycling and street cleansing

Skoyen Software is a long-term investor in category-defining B2B SaaS businesses



TRANSACTION HIGHLIGHTS:

Translink Corporate Finance advised the shareholders of Bartec Municipal Technologies (BMT) on its sale to Skoyen Software.

Translink Corporate Finance UK worked closely with TLCF's global Tech group to identify and engage a global pool of potential acquirors, ultimately receiving 18 first-round bids. The strength of the asset as a UK market leader, combined with careful preparation and a compelling equity story, supported by a high level of global competitive tension, delivered an outcome that significantly exceeded shareholder expectations. This was achieved despite the emerging market narrative around AI-driven disruption and secured a buyer with strong cultural alignment that can support the next phase of BMT growth.

KEY TAKEAWAYS

Early advisor engagement, effective preparation and careful management of transaction timing were critical to achieving a successful outcome that fulfilled shareholder objectives. Adopting an agile and proactive approach throughout the process was key to preserving value and delivering a successful transaction.

DEALMAKERS:

TLCF UK: Matt Scott, Hamish Morrison, Aaron Lowery, Luke Harrower, Charlotte Chaplin

"I have been working with Translink Corporate Finance for over five years and their support has proven invaluable, from determining the right time to go-to-market in order to maximise value for the shareholders, to providing unwavering commitment throughout the sale process. Translink Corporate Finance stood out for their sector knowledge and track record in achieving exceptional results for software businesses and its ability to run a seamless global sales process. More importantly, they delivered upon their promises made at the outset. Whilst the process was global, the day to day was run by a highly skilled and personable local team. Their approach to negotiations was thorough and I always felt that my interests were front of mind, with clear communication throughout. Their ability to deal with all financial areas including tax and commercial input into the legal documentation, enabled a seamless, cohesive process. I would have no hesitation in recommending Translink Corporate Finance to anyone looking to sell their business."

Colin Webb, Founder, BMT