

STRATUM TECHNOLOGY CASE STUDY

Stratum Technology has been acquired by
Open Systems Technology, Inc.

PROCESS & OVERVIEW

Stratum Technology, a Texas-based cloud service provider, has been acquired by Open Systems Technologies, Inc., a Midwest-based digital and IT consultancy. For 25 years, OST has worked alongside clients to architect, build, and manage how and where technology runs. The acquisition of Stratum is a reflection of rapid growth in this industry and ensures that OST continues to drive meaningful and valuable outcomes for its clients. This acquisition comes on the heels of last year's integration of the well-known Minneapolis-based design firm, Azul Seven, one of several bold moves to target growth opportunities that allow OST to help leading companies accelerate their digital business models.



**150+ Targeted
Outreach**



**Multiple
IOI's & LOI's**



**90 Days
Due Diligence**



**Cash Plus
Note Plus
Earnout**

TRANSACTION RESULTS

This acquisition expands OST's cloud services capabilities because of Stratum's deep technical expertise and certifications in both AWS and Microsoft. Stratum joins OST with architects, engineers and project managers who have developed relationships with top partners and carry advanced specializations such as the Microsoft Azure Expert Managed Services Provider designation. In addition to expanding cloud services, this acquisition pairs two of the nation's leading experts in Microsoft Cloud for healthcare. This reinforces OST's position as a premier partner for Epic cloud implementations in the United States.

NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver great outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our Technology Services investment banking services or to discuss your specific situation with no obligation please feel free to call:

George Shea
Managing Director
Direct: 904-491-1757

We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.



AT A GLANCE

Stratum Technology, Inc.

- Founded in 2015
- Texas-based
- Cloud service provider
- Clients in the healthcare space and private equity-backed SaaS companies

Sell-Side Transaction Info EBITDA & Revenue

**Information to be provided upon signed NDA*



Stratum has been a market leader in cloud integration and managed services for the last six years. Our customers had an appetite for other services that were outside of our core business, and we found OST to be the perfect fit both technically and culturally for our employees and customers. This acquisition by OST is a strategic move to better serve our customers as demand grows for cloud, IoT, healthcare focused cloud deployments, and managed services.

Ryan Trimberger

CEO and Co-Founder, Stratum Technology