

Aspire Technologies Acquired by NEC

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

aspire Perfecting Networks

has been acquired by

NEC

Process & Overview

Aspire Technologies, founded in Ireland in 2010, is a leading network solutions provider to global telecom operators, equipment vendors, and systems integrators. Between FY18 and FY21, the company's rapid growth in customers, revenues, and profitability made it an attractive acquisition target.

FOCUS led a highly competitive sale process, engaging key decision-makers at major multinational telecom companies across three continents. The process generated a number of offers, with three from top-tier global players, achieving valuation well above market norms and a low-risk deal structure with no deferred payments contingent on future performance.



"I would like to thank Alan, Owen and Dermot in FOCUS Capital Partners for their commitment and professionalism throughout this process. The advice and support received from FOCUS Capital Partners has led to a fantastic result for Aspire Technology and everyone associated with the company."

Bill Walsh
Founder & CEO, Aspire Technology

Transaction Results

The transaction achieved significant enterprise value, well above market norms and client expectations. Despite buyer pressure to reduce the upfront payment, a strong completion payment was secured, with deferred amounts not contingent on future company performance, minimizing risk for the founder. The founder was fully paid out by July 2024, just two years post-completion.

To Learn More, Contact:

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