

STRATEGIC SALE

KNOWLEDGE.
VISION.
RESULTS.

AXENTIS



was acquired by



COMPANY DESCRIPTION

AXENTIS is a global leader of governance, risk and compliance (GRC) management solutions for highly regulated industries including life sciences, healthcare, financial services, energy, utilities, manufacturing, and others. AXENTIS' risk-driven compliance approach helps organizations to effectively and consistently address internal and external risks associated with all legal, regulatory, and corporate mandates and policies with which they must comply including established federal government standards for an effective compliance program. Founded in 1999, AXENTIS streamlines the implementation of effective enterprise GRC management by making its solutions available via a Software as a Service (SaaS) model.

OBJECTIVES

Given strong marketplace interest in GRC, AXENTIS' management team and its investors selected TripleTree as its exclusive advisor to assess the merits of a strategic sale of its business. As a recognized leader in the GRC industry, AXENTIS received significant interest from traditional and non-traditional buyers across several functional domains.

RESULTS

TripleTree helped AXENTIS navigate through numerous strategic options and ultimately decided on a strategic sale of its business. TripleTree's industry recognized expertise in compliance, and on-demand delivery models brought marketplace perspectives on AXENTIS' key value drivers and qualified considerable interest from a host of acquirers. Ultimately, Axentis signed a definitive agreement with Wolters Kluwer's (AMS:WKL, WLSNc.AS) Tax and Accounting division, a leading provider of tax, accounting, audit, risk, and compliance software solutions, services and content service professionals worldwide under the CCH brand name. As a global leader of GRC management solutions for highly regulated industries like the life sciences, healthcare, financial services, utilities, and manufacturing, the acquisition of AXENTIS provides Wolters Kluwer's Tax and Accounting with a strong compliance component in its audit, risk and compliance portfolio and offers the potential for a strongly competitive enterprise governance, risk and compliance platform. AXENTIS also offers a highly configurable technical infrastructure that Wolters Kluwer will leverage along with its wealth of content resources to provide a comprehensive suit of solutions including TeamMate for audit management, Sword for operational risk management, and MediRegs ComplyTrack Suite for compliance and incident management for hospitals.

"Every investment bank tells you they understand your business and have direct knowledge of who the potential buyers are and how to best position your business to fit their strategy. In the case of TripleTree, it is actually true," said AXENTIS CEO Steve Lindseth. "TripleTree is thorough, they have primary knowledge of the markets they serve, and they do the hard work it takes to create a competitive successful process. Bottom line...the best investment bank I've worked with in 30 years."

- Steve Lindseth
CEO,
AXTENTIS

AXENTIS engaged exclusively with TripleTree to assess a strategic sale of its business. Ultimately, TripleTree facilitated the sale of AXENTIS to Wolters Kluwer's Tax and Accounting division.