

# STRATEGIC SALE

## Paisley

KNOWLEDGE.  
VISION.  
RESULTS.

### COMPANY DESCRIPTION

Paisley is the industry leading provider of a comprehensive software platform for governance, risk and compliance (GRC). The company's software solutions includes both licensed and SaaS delivery, which supports the business processes of financial controls management, internal audit, operational risk management, compliance, IT governance, and enterprise risk management. Paisley serves a large customer base that includes 30% of the Fortune 500 and over 120,000 users in 40 countries.

Paisley's focus on the complex arena of enterprise compliance and attractive recurring revenue model has positioned the business for success and industry recognition. Among Paisley's accolades are numerous citations by industry analysts as an elite leader within the Compliance industry and ranking in several "Fast 50 Lists" for outstanding growth.

### OBJECTIVES

TripleTree set out to find a strategic buyer with expertise in financial compliance and complimentary solutions that would ensure Paisley remains the GRC solutions vendor of choice worldwide. In order to drive the best outcome for Paisley, TripleTree worked with key management and Board members to explore a short list of strategic alternatives.

### RESULTS

Paisley has signed a definitive agreement with Thomson Reuters (NYSE: TRI; TSX: TRI; LSE: TRIL; NASDAQ: TRIN), a provider of intelligent information for businesses and professionals. Thomson Reuters will acquire Paisley to provide customers a one-stop solution to more effectively manage compliance with financial regulations and to more precisely manage internal financial controls. Under the Thomson Reuters family, Paisley will further extend its leadership position by leveraging Thomson's content and worldwide customer base to strengthen its governance, risk, and compliance (GRC) offering.

TripleTree's focus on driving value for emerging and mid-market businesses enabled a premium outcome for Paisley and its shareholders. In addition, TripleTree's deep domain expertise in Compliance and SaaS, coupled with its ability to articulate the unique attributes of tech-enabled businesses, are features which made this transaction successful.



was acquired by



*"Paisley has always worked to deliver innovative and compelling solutions that provide value to our customers, and we believe Thomson Reuters will offer us a significant opportunity to increase this value and further invest in our products... extending our leadership position in the governance, risk, and compliance industry."*

*- Tim Welu,  
CEO & Co-Founder  
Paisley*

With a keen ability to understand how the convergence of technology and services can impact not only the business but the industry, TripleTree was able to articulate that Paisley can deliver compliance software and accountancy guidance solutions to multinational corporations and large accounting firms.