

TECHNOLOGY

PROPHECY BUYS INTERSECT ALLIANCE

August 2011
Source: Computer World, Deal Size: \$5m

US-based business software company Prophecy has purchased Canberra-based software company InterSect Alliance for a combined \$5m in cash and Prophecy shares. InterSect is the developer of Snare Server, a security event, logging and analysis program used by organisations such as NASA and the US military. The acquisition is part of Prophecy's ongoing strategy to increase high-value sales. InterSect will be rebranded as InterSect Alliance international



ALLOCATE SOFTWARE ACQUIRES ROSTERON

July 2011
Source: Media Release – Reuters, Deal Size: \$3m

Leading global workforce optimisation software provider Allocate Software has announced the acquisition of RosterOn Pty Ltd for AUD\$3 million. Victoria's RosterOn is the leading provider of staff rostering software in Australia and provides workforce management software principally for the health sector. The company's tailored software, which features an interpretation engine for local wage provisions and award rates, will complement Allocate's existing service provision.



XERO ACQUIRES PAYROLL SOFTWARE STARTUP PACYCLE

July 2011
Source: iTechReport, Deal Size: \$1.5m

New Zealand accounting software company Xero has acquired local Australian start-up Pacycle for the equivalent of \$1.5 million. The amount comprises \$1 million in shares and \$500,000 in cash. Xero provides online accounting software for SMBs, and plans to expand its Australian reach using Pacycle's payroll software and developer expertise. Pacycle's payroll functionality will be integrated into Xero in 2012. Customers may opt to remain with Pacycle or migrate to Xero.



<http://www.xero.com>

SIRIUS ACQUIRES CHAMELEON AND PINNACLE July 2011

July 2011
Source: Announcement – ASX, Deal Size: \$6.5m

Open source software and services company Sirius announced the acquisition of business software solutions provider Chameleon Technology and property management software company Pinnacle Software. The acquisitions involved transactions of \$5m and \$1m respectively. Melbourne-established Chameleon develops and provides software, business analysis and reporting for ANZ. Pinnacle produces asset, lease, and property management software for the Australian market



<http://www.sirius.com.au/>

U S-BASED EFI ACQUIRES AUSTRALIAN SOFTWARE COMPANY PRISM

August 2011
Source: i-graphix, Deal Size: Undisclosed

US digital solutions company EFI has announced the acquisition of information systems company Prism for an undisclosed amount. Brisbane-based Prism specialises in software for printing and packaging companies, and has operations throughout ANZ, the UK and the US. The company will be integrated into EFI's Software Applications portfolio; both EFI and Prism's existing client bases will continue to be supported.



BUSINESS SERVICES

RECALL ACQUIRES MELBOURNE BUSINESS INFOSHRED

July 2011
Source: Image and Data Manager, Deal Size: Undisclosed

Data management and protection company Recall has taken over the service and collection components section of Infoshred, a Melbourne-based document destruction company, for an undisclosed amount. Recall is a leader in information management and has over 300 operation centres around the world. The acquisition will support the company's ambition to expand into the strategically important market of Victoria, where Infoshred has thousands of existing contracts.



ENERGY

AEGIS GROUP ACQUIRES TIGERSTRIKE SHAREHOLDING

July 2011
Source: Invest In Australia, Deal Size: \$1m

Marketing communications and research company Aegis Group has acquired a strategic minority shareholding in Sydney-based mobile technology solutions provider TigerSpike for \$US1m. Offering multi-platform technology solutions for the consumer market and with key clients such as The Daily Telegraph and Woolworths, TigerSpike is well-positioned to help Aegis move into marketing for personal media devices.



TRICAN WELL SERVICE BUYS VIKING ENERGY 12 July 2011

Source: Calgary Herald, Deal Size: Undisclosed

Calgary pressure pumping company Trican Well Service has acquired Queensland-based cementing and environmental services company Viking Energy and its subsidiaries for an undisclosed amount. Trican, a significant player in cementing services for oil and gas customers, plans to use the acquisition as a strategic entry point into the Australian market. The acquisition will pair Trican's technical expertise with Viking's awareness of the growing Australian market.



<http://www.trican.ca/>

MANUFACTURING DISTRIBUTION

US-BASED MIDDLEBY BUYS AUSTRALIAN-BASED AUTOBAKE

August 2011
Source: RTT News, Deal Size: Undisclosed

Foodservice equipment manufacturer Middleby has announced the purchase of automated baking systems manufacturer Auto-Bake Pty Ltd. Australian-based Auto-Bake is known for its energy and labour efficient baking system, and turns over approximately USD\$20m annually. The acquisition, the cost of which has not been disclosed, will advance the Middleby portfolio of food processing technologies and brands and help expand its global standing.



<http://www.middleby.com>

NORWOOD ACQUIRES BONDIOLI PAVESI DISTRIBUTION

July 2011
Source: Norwood Agriculture Press Release, Size: Undisclosed

Farming equipment distributor and retailer Norwood Agriculture has announced that it will take over the distribution of Bondioli and Pavesi's gearbox and driveline parts in Australia. The move is the result of an agreement with BPPY Australia, which has held Bondioli and Pavesi distribution rights for 23 years. Bondioli Pavesi is an Italian-founded farming transmission specialist known for its innovative RD and manufacturing.



<http://www.norwoodag.com.au>

MEDIA

UNIVERSAL MAGS ACQUIRES WESTWICK-FARROW MEDIA

August 2011
Source: Bandt, Deal Size: Undisclosed

B2B media publisher Universal Magazines has purchased Westwick-Farrow Media for an undisclosed amount. The move, which will see Universal take over publication of a host of trade publications, makes Universal the largest niche and B2B media company in Australia. With the additional leverage from Westwick-Farrow's digital and print publications, Universal plans to move into new domestic markets as well to expand its reach in New Zealand and Asia.



<http://www.universalmagazines.com.au>

TECHNOLOGY

INTERACTIVE INTELLIGENCE ACQUIRES CALLTIME SOLUTIONS

July 2011

Source: *Invest In Australia*, Deal Size: *Undisclosed*

IP business communications solutions provider Interactive Intelligence has acquired Sydney's CallTime solutions for an undisclosed amount. CallTime, an exclusive reseller of Interactive's software, will now operate part of the company's ANZ sales and services provisions. CallTime works with almost 50 customers across the finance, insurance, telecommunications and healthcare sectors and has been Interactive's best-performing reseller in the region since 2008.



<http://www.inin.com>

FOOD MANUFACTURING

BEAD FOODS BOUGHT BY AGRO FARMA

July 2011

Source: *Australian Food News*, Deal Size: *Undisclosed*

US-based dairy company Agro Farma has announced the acquisition of Victorian company Bead Foods for an undisclosed sum. Established in 2001, Gippsland-based Bead Foods is one of Victoria's largest dairy manufacturers and is known for its Gippsland Dairy yoghurt products. Agro Farma, founded in 2005, is a popular producer of cheese and other dairy products, and is the company behind the popular Chobani yoghurt brand.



www.chobani.com/about/agrofarma

MINING

TETRA TECH ACQUIRES PROTEUS

July 2011

Source: *Announcement – Proteus Group*, Deal Size: *Undisclosed*

North American engineering company Tetra Tech has announced plans to acquire Perth-based mining engineering company Proteus in August 2011 for an as-yet undisclosed amount. Tetra Tech provides solutions in the areas of water, energy and the environment for the government and commercial sectors, while Proteus has provided EPCM services for the infrastructure, mineral processing and mining sectors for more than 25 years.



<http://www.tetrattech.com>



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