



745 Fifth Avenue, Suite 500

New York, NY 10151





[www.ascentocapital.com](http://www.ascentocapital.com)

## Sector Report: 25 Recent Unified Communication M&A Transactions

*September 22, 2020*

Ascento Capital is a technology investment bank that provides M&A and capital raise advisory services with extensive experience in Unified Communications:

- Unified Communication and Collaboration Platform - Current Client
- Healthcare Sector Clinical Communication & Collaboration Platform - Current Client
- June.ai, a Universal Communication Company, Sold to Nylas - Closed Transaction
- Kanvas Labs, a Messaging App, Sold to Verizon (NYSE:VZ) - Closed Transaction

<p><b>Ben Boissevain</b> Managing Partner Ascento Capital, LLC 646-286-4589 <a href="mailto:ben@ascentocapital.com">ben@ascentocapital.com</a></p> <p> </p>	<p><b>Connie Shi</b> Fall Analyst Ascento Capital, LLC (860) 673-5648 <a href="mailto:connie@ascentocapital.com">connie@ascentocapital.com</a></p> <p> </p>
---	---



### 9/16/20 CoreDial Acquires eZuce, Sets Up Battle with 8x8, RingCentral

CoreDial is buying eZuce, a move that helps its partners compete directly against 8x8, RingCentral and Vonage. eZuce, a video collaboration and communications technology vendor, is based in Stoneham, Massachusetts. It has engineering and development teams in Slovakia and Romania. Included in the assets acquired are: Vibe, eZuce's cloud-based video collaboration platform; Uniteme, the company's unified communications (UC) solution; and Reachme, the company's contact center (CC) offering. Channel Partners

[Channel Partners](#)



### **9/3/20 Enreach Acquires HeroBase**

Enreach, the fast-growing European unified communications group backed by investment company Waterland, enhances its product offering with the acquisition of cloud contact centre software specialist HeroBase A/S ('HeroBase'). The addition of HeroBase brings market-leading contact centre and marketing automation capabilities to Enreach.

[Directors Club News](#)

---



### **9/1/20 Dialpad Acquires Video Conferencing Service Highfive**

VoIP provider Dialpad, the company behind the popular video conferencing service UberConference, today announced that it has acquired Highfive, a well-funded video conferencing startup that focuses on providing businesses with conference room solutions. The two companies did not disclose the purchase price, but Highfive raised \$77.4 million from the likes of Lightspeed Venture Partners, Andreessen Horowitz, General Catalyst and Dimension Data ahead of today's acquisition.

[TechCrunch](#)

---



### **8/10/20 Welltel Acquires Intellicom**

Welltel, Ireland's fastest-growing communications and IT company, announces that it has acquired Intellicom, an Irish company that develops and supplies telecommunications and UC and contact centre systems to business customers. The deal is part-funded by an investment from Duke Royalty.

#### [Directors Club](#)

---



### **8/6/20 AVCtechnologies Announces Agreement to Buy Ribbon's Kandy Communications Business**

American Virtual Cloud Technologies, Inc. and Ribbon Communications Inc. announced they have entered into a definitive agreement for AVCtechnologies to acquire Kandy Communications, an industry-leading proprietary, multi-tenant, highly scalable cloud communications platform, from Ribbon, in an all-stock transaction.

#### [MarTech Series](#)

---



### **8/3/20 Intrado Acquires OnSIP**

Intrado Corporation ("Intrado" or the "Company"), a global leader in technology-enabled services, announced today that it has acquired Junction Networks, Inc. d.b.a. OnSIP, a provider of Unified Communications as a Service ("UCaaS") and collaboration solutions for small and mid-size ("SMB") customers. With the addition of OnSIP, Intrado now has a fully-integrated product solution to serve all market segments with collaboration, calling, meetings, events, contact center and messaging tools along with real-time support, professional services, self-service capabilities and a global reach.



### **7/27/20 DoubleEdge and Metaphor IT Merge in 30M Deal Creating Kerv for Next-Gen Cloud-Centric Managed Services**

Leading mid-market private equity house, LDC, has provided funding to enable the £30 million merger of three highly complementary, cloud-based managed services businesses to form Kerv: DoubleEdge Professional Services (UC, voice, data, mobility and compliance); Foehn (R&D team, Cloud UC and Contact Centre provider) and Metaphor IT (Cloud Services, Digital Workspaces, and IT Managed Services).

UK Tech News

---



### **5/14/20 Microsoft is Acquiring Metaswitch Networks to Expand its Azure 5G Strategy**

Just weeks after announcing a deal to acquire 5G specialist Affirmed Networks, Microsoft is making another acquisition to strengthen its cloud-based telecoms offering. It's acquiring Metaswitch Networks, a U.K.-based provider of cloud-based communications products used by carriers and network providers (customers include the likes of BT in the U.K., Sprint and virtual network consortium RINA).

TechCrunch



### **5/7/20 Zoom Acquires Keybase to Get End-to-End Encryption Expertise**

Zoom announced this morning that it has acquired Keybase, a startup with encryption expertise. It did not reveal the purchase price.

Keybase, which has been building encryption products for several years including secure file sharing and collaboration tools, should give Zoom some security credibility as it goes through pandemic demand growing pains.

[TechCrunch](#)

---



### **4/22/20 Maxis Accelerates Growth by Expanding Cloud Solutions Through ICMS Acqui-hire**

Maxis' steady growth in the Malaysian ICT Enterprise services market was recently given a boost following an expansion of its cloud solutions and services offerings. The telco is accelerating its talent capacity and capabilities to support and stimulate business growth, as it seeks to drive market competitiveness, particularly for the critical SME segment.

[Digital News Asia](#)

---



### **4/18/20 Verizon Wraps Up BlueJeans Acquisition Lickety Split**

While it's crystal clear that video conferencing is a hot item during the pandemic, all sides maintained that this deal was about much more than the short-term requirements of COVID-19. In fact, Verizon saw an enterprise-grade video conferencing platform that would fit nicely into its 5G strategy around things like telemedicine and online learning.

[TechCrunch](#)

---

**opentext™**

### **3/9/20 OpenText Buys XMedius**

OpenText™ (NASDAQ: OTEX) (TSX: OTEX), "The Information Company," today announced that it has acquired XMedius, a provider of secure information exchange and unified communication solutions. XMedius brings decades of experience and patented technologies to transform secure and collaborative communication, enabling organizations to move more workloads to the cloud and unlock the information advantage.

[PR Newswire](#)

---



### **7/23/19 AVI-SPL, an H.I.G Capital Portfolio Company, Completes Acquisition of Digital Video Networks**

H.I.G. Capital ("H.I.G."), a leading global private equity investment firm with over \$31 billion of equity capital under management, is pleased to announce that its portfolio company, AVI-SPL, Inc. ("AVI-SPL"), has acquired Digital Video Networks ("DVN"). AVI-SPL is the leading provider of digital workplace collaboration solutions.

[Financial Post](#)



Global Cloud Communications

### **7/17/19 Southeast Asian Cloud Communications Platform Wavecell Acquired by 8x8 in Deal Worth \$125 Million**

Wavecell, a cloud-communications platform for companies in Southeast Asia, announced today that it has been acquired by 8x8 in a deal worth about \$125 million. The acquisition will help San Jose, Calif.-based 8x8 expand in Asia, where Wavecell already has offices in Singapore, Indonesia, the Philippines, Thailand and Hong Kong.

[TechCrunch](#)

---



### **7/9/19 Lanlogic, Inc. Acquires Teleset, Inc.**

Lanlogic, Inc., a leading IT solutions consulting and managed services company, announced today the acquisition of Teleset, Inc., a long-standing unified communications solutions integrator headquartered in Walnut Creek, California.

[PR Newswire](#)

---



### **6/20/19 MSP Acquisition: Oncore IT Acquires London's Fuse Technologies**

Managed service and cloud platform provider Oncore IT has acquired fellow London, England company Fuse Technologies, a unified communications tools provider. Terms of the deal were not disclosed.

Oncore IT leveraged a loan from OakNorth, a UK bank that provides loans to small and medium sized companies. The company did not immediately disclose the loan's value or terms.

## Channele2e

---



### **6/3/19 GCI Com Acquires Modality Systems**

GCI is continuing its series of strategic acquisitions to further expand its technical capabilities and enter into new global markets. Today GCI, who is one of the UK's largest ICT service providers, announced the acquisition of Modality Systems. Modality Systems were previously acquired by PGI in 2015.

## UC Today

---



### **5/24/19 Oncore IT Acquires Fuse Technologies**

This acquisition comes nearly three years after Oncore IT was itself acquired by US-headquartered managed service and cloud solution provider, Ergos, and enables London-based Oncore IT to match the unified communications capability of Ergos in the US. Oncore IT's expansion includes managing the support of Fuse Technologies' 10,000 users that span a variety of industries, primarily financial services, construction and professional services.

## Business Leader





### **5/21/19 Ooma Agrees to Acquire Broadsmart Increasing the Scale of Ooma's Business Communications and UCaaS Platforms**

Ooma, Inc., a smart communications platform for businesses and consumers, today announced that it signed a definitive agreement on May 15, 2019, to acquire Broadsmart Global, Inc., a leading provider of cloud-based unified communications as a service (UCaaS) solutions. The acquisition of Broadsmart is expected to provide scale for the Ooma Office and Ooma Enterprise platforms by giving Ooma access to Broadsmart's channel sales team, partner program and operational resources.

[GlobeNewswire](#)

---



### **3/25/19 Apiary Capital Takes Majority Stake in G3 Comms**

G3 Comms has secured a significant investment from private equity player Apiary Capital which will give the firm to flex its muscles in the mid-market.

The comms and network integrator has made it clear that Apiary, which has acquired a majority stake, will be looking for both organic growth and via acquisitions. The terms of the deal were not disclosed.

[ComputerWeekly.com](#)

---



### **1/14/19 Sabio Extends Workforce Optimisation Capability With Acquisition of Callware**

The Sabio Group has announced the acquisition of Callware, Spain's leading specialist provider of Workforce Optimisation (WFO), Unified Communications and Cloud contact centre solutions with operations in Spain and Mexico . The acquisition strengthens Sabio Group's domestic capabilities establishing them as the largest independent contact centre specialist in Spain.

[Business Wire](#)

---



### **8/24/18 Sangoma Announces Transformative Acquisition of Digium**

Sangoma Technologies Corporation (TSX VENTURE: STC), a trusted leader in delivering Unified Communications solutions for SMBs, Enterprises, OEMs, and Service Providers, both on-premises and in the cloud, has entered into a definitive agreement on August 23, 2018 to acquire all of the outstanding shares of Digium, Inc. The deal is expected to close on or about August 31, 2018, subject to customary closing conditions.

[GlobeNewswire](#)

---



### **8/20/18 Avtex Broadens Scope and Functionally with Acquisition of Adapt Telephony Services**

Avtex, an end-to-end Customer Experience (CX) consulting firm, announced today its acquisition of Adapt Telephony Services, LLC, a contact center solutions provider based in the

Chicago area. As a long-term partner of Genesys®, the global leader in omnichannel customer experience and contact center solutions, Adapt has spent more than 20 years implementing and integrating Genesys® solutions for clients in a wide range of industries, most notably financial services.

## Business Wire

---



### **7/19/18 Within Reach and Swyx Announce Merger and Acquisition of Centile, Creating a European Unified Communications Champion**

Swyx merges with the Within Reach Group (WRG), parent company of Voiceworks and creates the European market leader for innovative communication services. At the same time, the new Group is acquiring the French software developer Centile, one of Europe's leading providers of Cloud PBX, unified communications and fixed mobile convergence solutions for service providers and integrators.

## Waterland Private Equity

---



### **7/2/18 Plantronics Completes Acquisition of Polycom**

Plantronics (NYSE:PLT) announced today that it has completed its acquisition of Polycom. The acquisition of Polycom will accelerate and expand Plantronics' vision and enable it to deliver the broadest portfolio of end points in the UCC ecosystem.

## GlobeNewswire



## **6/25/18 Ribbon Communications Signs Agreement to Acquire Edgewater Networks**

Ribbon Communications Inc., a global leader in secure and intelligent cloud communications, today announced that it has signed an agreement to acquire Edgewater Networks, a market leader in Network Edge Orchestration for the small and medium enterprise (SME) and Unified Communications (UC) market. The acquisition is projected to result in Ribbon becoming the market share leader for enterprise Session Border Controllers (SBCs) and Network Edge Orchestration. This acquisition will allow Ribbon to offer its global customer base a complete core-to-edge product portfolio, unrivaled end-to-end service assurance and analytics solutions, and a fully integrated SD-WAN service.

[PR Newswire](#)



## **4/3/18 LogMeIn Completes Acquisition of Jive Communications**

LogMeIn, Inc. (Nasdaq:LOGM) today announced that it has completed its acquisition of Jive Communications, a leading provider of cloud-based phone systems and Unified Communications (UC) services and one of the fastest growing players in the Unified Communications-as-a-Service (UCaaS) space.

[GlobeNewswire](#)