

Case Study: Arkadin S.A.



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<p>Company Description</p>	<p>Arkadin, a subsidiary of NTT Communications, is a leading, global provider of collaboration solutions ranging from audio, web and video conferencing to unified communications services. Arkadin has established a global network with targeted expansion in North America as the Company continues to capitalize on the collaboration services market opportunity.</p>
<p>Situation Overview</p>	<p>In conjunction with the management of Arkadin, Q Advisors evaluated potential acquisition targets that were consistent with the goals and strategic objectives of the Company. In 2014, Q Advisors assisted Arkadin in finding implement.com, a Skype for Business and hosted collaboration provider. Previously in 2011, Q Advisors assisted Arkadin in identifying and executing on the acquisition of ConferencePlus, Inc., a conferencing services provider dedicated to superior customer experience.</p>
<p>Result</p>	<p>Following extensive due diligence, Arkadin acquired AT Conference on February 1, 2016, implement.com on February 5, 2014 and ConferencePlus on December 31, 2011, providing the Company with a complementary set of services and an expanding presence in North America and Europe. Each acquisition allowed Arkadin to improve its vision for a best-in-class customer experience. This vision has remained central both to Arkadin's organic and acquisition based growth strategy since the Company's inception in 2001. Arkadin emerged as the third largest independent collaboration service provider in North America as a result of these strategic acquisitions, and further solidified its number two market position in Europe and Asia.</p>

“ Q Advisors was instrumental to Arkadin in closing a strategic transaction that significantly increased our U.S. market share. The Q team is professional, delivered great advice and value to our team and made the transaction smooth and fun. We look forward to working with Q Advisors again on other strategic opportunities. ”

*Alexis Cornu Thenard,
CFO Arkadin*

