

Case Study: Brodynt Global



Company Description

Brodynt Global (“Brodynt”) provides global managed Internet and SD-WAN services to enterprise customers and service providers including MSPs, ISPs, carriers, and systems integrators. Brodynt was founded in 2012 with headquarters in Barcelona, Spain, and offices in Austin, Texas, and Amsterdam, The Netherlands.

Situation Overview

After receiving inbound interest from potential acquirors, Brodynt was seeking an advisor to assist them in navigating an expedited sale and due diligence process. Q Advisors was selected based on its deep knowledge of the global managed network and cloud services industry, along with its extensive transactional experience across Europe.

Q Advisors’ experienced team worked closely with the founders to evaluate interest, negotiate with and select an ultimate acquiror, and led them through a rapid and extensive due diligence process.

Result

Brodynt’s expansive global customer, vendor and partner base, as well as its experienced team, help solidify Expereo’s leadership in the global transformation to software-defined and internet-based networking.

The acquisition results in a mutually beneficial partnership. Brodynt further strengthens Expereo’s position in providing managed connectivity solutions to its global enterprise customer base and service provider partner community. Expereo brings additional reach, a leading digital user and operations platform, and complementary SD-WAN and SASE experience from which Brodynt’s customers and partners will greatly benefit.

“We first met Q Advisors a couple of years before we hired them to advise us on our eventual sale. During that time, we got to know Q Advisors and they took the time to get to know us. We felt comfortable knowing they would work with us side by side to get the right deal done. We quickly saw they are a very professional and experienced team within the global cloud and network services industry. It has been a pleasure to work with the Q Team. We really appreciate their good work, advice, flexibility, and great availability to jump on a call to discuss any matter along the whole process. We always felt we were in good hands.”

*Marcus Muñoz and Marc Mateo
Founders and Co-CEOs, Brodynt Global*