

# Case Study: Centile Telecom Applications SAS



<b>Company Description</b>	Centile is a leading European proprietary cloud software provider offering scalable UCaaS and Fixed Mobile Convergence (FMC) solutions to Integrators, Fixed-line and Mobile Operators, MVNOs and Resellers serving SMEs and enterprises. The Company is based in Sophia Antipolis, France and serves a long tenured, global customer base.
<b>Situation Overview</b>	Centile was seeking an advisor to assist them in navigating a sale process. Q Advisors was selected based on their knowledge of the UCaaS and managed services space and their extensive experience with European roll-ups. Centile's leading FMC software platform, proprietary cloud UCaaS platform and diverse customer base positioned the Company as an attractive target for several financial investors and large strategic acquirers across the U.S. and Europe.
<b>Result</b>	Q Advisors ran a tight but highly competitive process that resulted in multiple attractive offers. The transaction with Swyx, a leading German-based UC software and solutions provider backed by Waterland Private Equity, allows Centile to continue its growth on a larger platform with access to an even greater global customer base. The combined organization will create a European UCaaS and FMC market leader, serving approximately two million end users, via more than 1,400 resellers and service providers.

**“We hired Q Advisors because they are the global leaders in the UCaaS and managed services space. They did not disappoint. They ran a streamlined and efficient process and found the right buyer who valued what we had built at Centile. Our team is excited to be part of a European roll-up strategy and we look forward to working with the QA team on future deals. As a former finance professional, I appreciate folks who under-promise and over-deliver.”**

*Gary Kania  
CEO and Shareholder, Centile*

