



## HR / HCM M&A Transactions Recap 2012

<u>Date</u>	<u>Company Name</u>	<u>Industry &amp; Deal Description &amp; Details</u>	<u>Acquired Company</u>	<u>Transaction Size</u>	<u>Transaction Type, Revenue Multiple, Revenue, Valuation</u>
October 2012	Appirio	HR Consulting	Knowledge Infusion	-	-
August 2012	IBM	HR Software Social	KeneXa	\$1.3b	-
July 2012	The Corporate Executive Board Company	HR Content: Assessments	SHL Group	\$660M	-
June 2012	MSFT	HR Software	Yammer	\$1.2b	-
June 2012	Vista Equity Partners	Recruiting Software	Bullhorn	-	-
May 2012	BenefitMall	HR Software & Payroll & Benefits	CompuPay	-	-
May 2012	IBM	Compensation	Varicent Software	-	~3.8x Revenue Multiple
April 2012	StepStone	HR Employment	TotalJobs Group	\$173M	-
April 2012	Alere	Screening & Assessment	eScreen	\$340M	2.8X revenue multiple
April 2012	Kronos	healthcare workforce management company operating in Europe	Smart Computer Holdings and its affiliate Smart Human Logistics,	-	-
March 2012	Kronos	HR Software SaaShr offers a software-as-a-service (SaaS) workforce management suite for small and midsize businesses (SMBs).	SaaSHR	Cash transaction	-
March 2012	Saba Software	HR Software Cloud technologies	Human Concepts	-	-
March 2012	Cornerstone	HRSoftware	Sonar6	\$33.8M	-
March 2012	LDC	HR Software cloud workforce management solutions. headquarters in England and offices in North America and Australia, the company has a blue-chip client list including, BAE Systems, BBC, British Airways, E.ON Energy Services, Eurostar, H&M, Manpower, RAC Motoring Services, Severn Trent Water, Tetley, Wickes and World Duty Free.	Workpalce Systems International	\$63.4M	3.9X revenue multiple 84.9X EBITDA multiple
February 2012	Talent Technology Corp	HR Software	HR Integrations LLC	-	-
February 2012	SalesForce.com	HR Software	Rypple (now Work.com)	\$60M	30X revenue multiple
February 2012	Oracle	HR Software	Taleo	\$1.9B	~5.7X LTM Revenue and 60.9X LTM Ebitda multiple
February 2012	SAP	HR Software	SuccessFactors	\$3.4B	-
January 2012	Ceridian Corporation	Workforce Management HRMS	Dayforce	-	-

The marketplace for workforce management software and related BPO including content, software, services, and outsourcing solutions consists of thousands of firms worldwide. However, by function and by industry leaders do exist. Leaders are paying hefty premiums to expand their geographic and social footprint.