



Software Technology Due Diligence | Software Product Assessments | Software Technology Divestiture Services
IT Due Diligence Services | IT Divestiture Services | IT Turnaround Services | IT Post Merger Integration

IT Infrastructure

Software Technology

Telecommunications

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10 Years of IT Due Diligence Practice

We have acquired considerable knowledge in the area of software and IT related Due Diligence (DD) over almost a 10 year period.

The lack of existing IT DD methodology motivated us to groom and maintain our experiences in the form of our own TDD Best Practice Guidelines.

Using this knowledge we offer two distinct services:

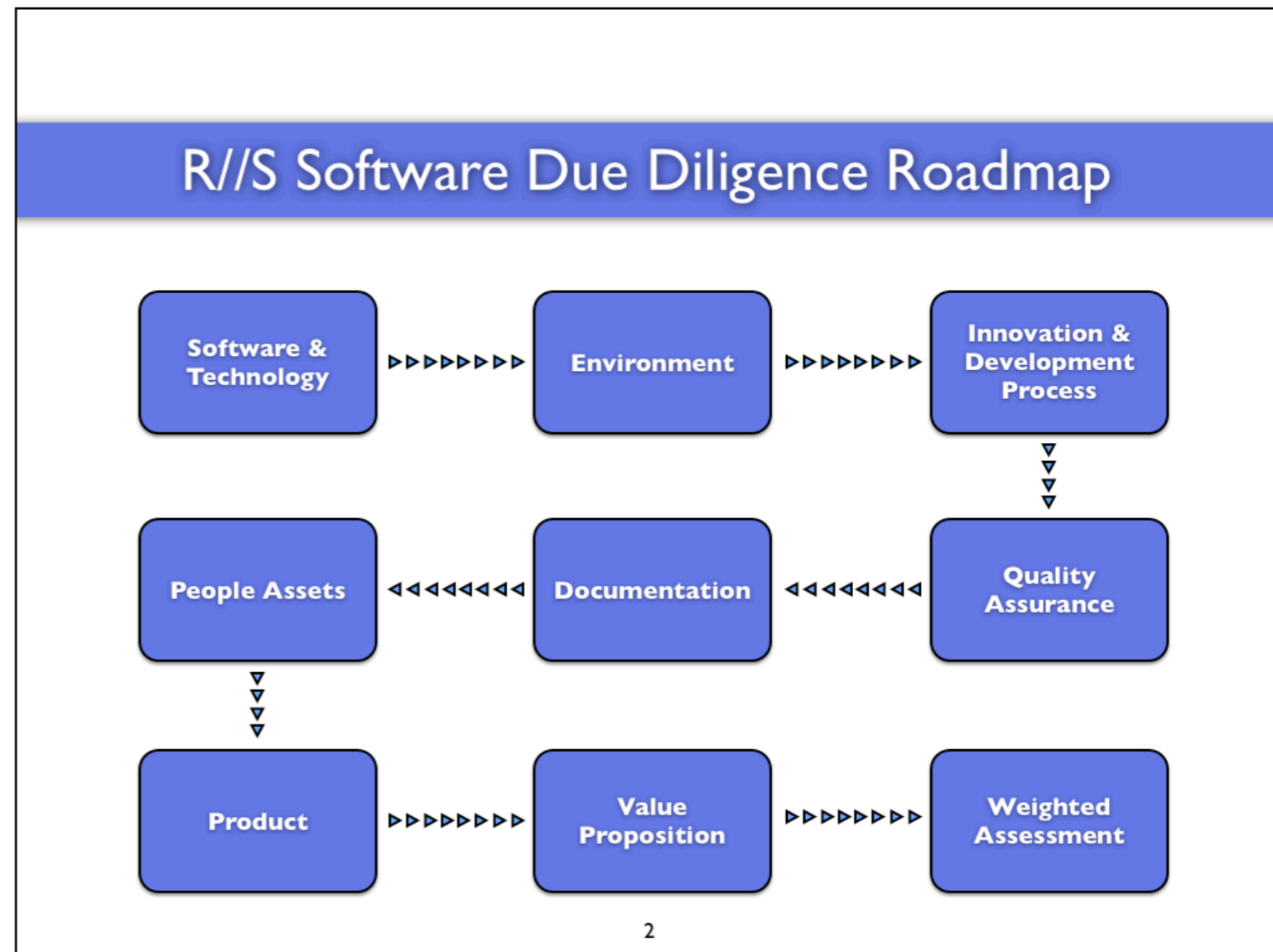
Software Technology Due Diligence

- ▶ for companies with a focus on Software development.

IT Due Diligence

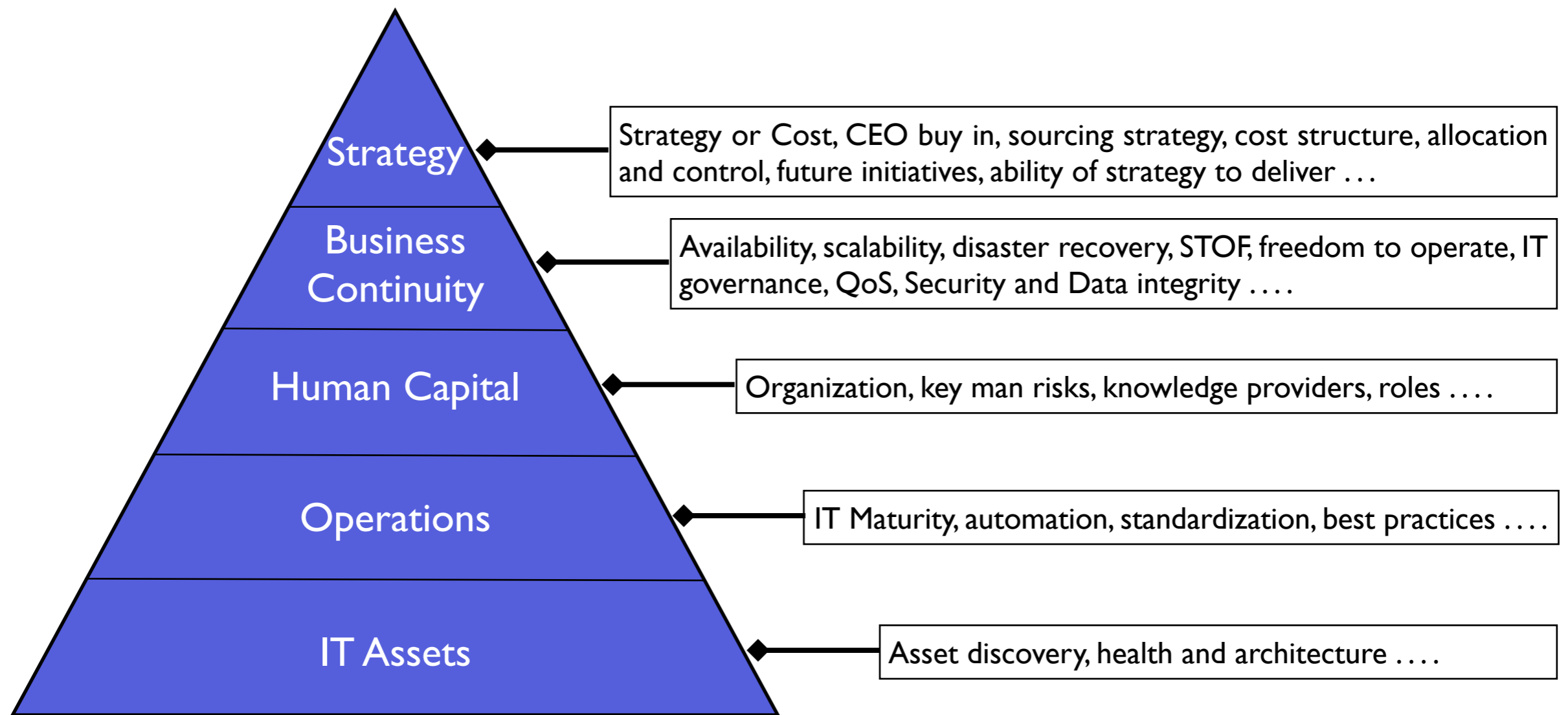
- ▶ for any organization using IT to conduct its business.

Software DD Best Practice Guidelines



IT Infrastructure DD Best Practice Guidelines

ITADD** Framework




















**Information Technology Assessment Due Diligence Framework was developed by Barrett Sundberg, Zheng-Da Tan, Trey Baublits, Hae-Joon Lee and Grant Stanis as part of a student project in the IT Audit and Security Course at the Red McCombs Business School of the University of Texas at Austin (USA).

Other Services around Due Diligence

- ▶ **Software Product Assessment.**
Scenarios include acquisition target screening, part of an acceptance process, internal sanity check/audit.
- ▶ **Software Technology Divestiture Services.**
Disentanglement and separation of concerns of IP for carve-out/spin-off.
- ▶ **IT Turnaround Services**
Identify IT misalignments: over-licensing, under utilization of assets, duplicity of services, process optimization, staff right-sizing etc.
- ▶ **IT Divestiture Services**
Disentanglement and separation of concerns of complex IT, resulting in an actionable transition service agreement and roadmap.
- ▶ **IT Post Merger Integration Services**
Identify organizational and technical synergies.

Some of our DD Assignments

-  New York based IP Networking specialist.
-  Service Desk company with software development in India.
-  Dutch company with IPR for an enterprise class automated software repackaging & distribution suite.
-  Web-based SaaS Hospitality Solution.
-  Video Content Analytics Solution.
-  A Nuremberg based Logistics with strong links to eBay.
-  Frankfurt based company providing network and security managed services on a global scale.
-  Munich based company with software for the centralized life-cycle management of Smart Phones.
-  Seattle based company with technology for extracting knowledge from unstructured data.
-  Munich based Green-IT PEM Solution provider to Enterprises.
-  Potsdam - enterprise class product costing solution for the Auto and Aviation industries.
-  Grünwald based developer and operator of Internet-based travel portals.
-  A Heilbronn based manufacturer of High-Tech synthetics.
-  An Internet based Music business with headquarters in Berlin.
-  Developers of a multiplayer Social Gaming platform for the iPhone.
-  Provider of global industrial costing data for the Auto industry.
-  Austrian company specializing in Service Desk Software as SaaS.

Testimonials

We received excellent technical insight into our latest investment through the technology due diligence carried out by Roach & Stolz. All interactions went smoothly and deliverables were made available within the agreed schedule. Clearly, Roach & Stolz are experts in this field and we look forward to working with them again in the future.



Peter Pauli (2010)
Managing Director, Venture Capital
Munich, Germany



Alexander M. Swoboda (2009)
CFO of Facton GmbH,
HassoPlattnerVentures funded
Potsdam, Germany

As a software company ourselves, we were fully aware of the challenges involved in assessing the software technology of a potential take-over candidate. We therefore opted for the Software Due Diligence Services offered by Roach & Stolz. We were so pleased with the results, that we have engaged Roach & Stolz in a further assignment. Very good value.

Roach & Stolz were software technology due diligence advisers for our latest early stage investment in Hetras GmbH, an Austrian based developer of Hotel Management Software. Roach & Stolz's ability to engage Hetras, obtaining a clear but detailed picture of the company's technological and commercial value proposition impressed us and helped accelerate the investment process along nicely.



TARGET PARTNERS

CAPITAL MEETS IDEAS.

Olaf Jacobi (2009)
Partner at Target Partners GmbH
Munich, Germany

Testimonials



Technology Ventures

Stefan Tirtey (2009)
Doughty Hanson & Co.
Technology Ventures
Munich, Germany

Roach & Stolz were technology due diligence advisers for our latest investment, an internet based music business for record labels. We were impressed with the depth and quality of information that was obtained within a very short period of time. The ability of Roach & Stolz to structure and present the tangible and non-tangible aspects of their findings was outstanding, and we shall certainly use their service again in the future.

We received excellent technical and product advice from Roach & Stolz for our latest software company investment. Their due diligence report not only helped us to make the decision, but also adds value as we move forward.



TARGET PARTNERS

CAPITAL MEETS IDEAS.

Kurt Müller (2008)
Partner at Target Partners GmbH
Munich, Germany

parcom
DEUTSCHE PRIVATE EQUITY

Dr. Danneberg, Marc Thiery (2008)
DPE Deutsche Private Equity GmbH
Munich, Germany

Roach & Stolz provided us with professional and exceptionally good diligence advice within a tight timeframe. Their professional and deep insight, based on their broad experience in combination with a detailed understanding of how IT structures integrate into the overall business model of a company, provided us with essential information for our investment decision. [Article ACQ Magazine UK - Oct 08 - iloxx AG.](#)

Testimonials

Quality architecture, design and implementation provided by Roach & Stolz have helped make Load Master what it is today.



Kevin Mahon (2007)
CEO of KEMP Technologies Inc.
New York, USA



Alexander Schroth (2007)
CEO of AKDB
Munich, Germany

Roach & Stolz's professional solution oriented approach to software design and development has played a major role in elevating the Bavarian Institute for Municipal Data Processing (Anstalt für Kommunale Datenverarbeitung in Bayern) to being market leader in Germany for centralized registry information systems on residents (zentrale einfache Melderegisterauskunft ZEMA).

Roach & Stolz have provided a unique combination of business and technical advisory services, which has been key for the success of Brain Force's business strategy.



Helmut Fleischmann (2006)
Founder, CEO & primary
shareholder from 1983 until
2007 of Brain Force Holding AG,
Vienna, Austria



Applying space technology on Earth

Arvil Hebert (2009)
Founder & Co-Director
Munich, Germany

Roach & Stolz provided valuable broad IT support during the liquidation of my firm, including the software due diligence for the firm's diverse intellectual property assets and the associated software build environment as well as the administrative management of servers, computers and Internet services during a difficult phase. Throughout this support, they were problem solvers and always able to find a way forward.

What makes us Unique

- ▶ Roach & Stolz is an active software company involved in product creation in Europe and the U.S.A.
- ▶ A profound knowledge of software and technology.
- ▶ Ability to manage complexity & sophisticated technology.
- ▶ Small, agile and independent. No hidden alliances or favored technology providers. On-shore.
- ▶ Impeccable interpersonal skills and years of commercial exposure, enables us to rapidly build a solid trust base to our clients and deliver a high quality product.
- ▶ Ability to listen and deal with people at a number of levels!



Thank you





Thank you

There is no substitute for competence

