

CASE STUDY

Baird Delivers Great Outcome to Leading Industrial IoT Solution Provider

Connecting Our Technology Expertise with Our Strong Industrial Relationships Enables Baird to Deliver Superior Results to Our Clients

TRANSACTION OVERVIEW

Baird's unique team-driven approach allowed us to combine our strong industrial heritage and buyer relationships with our expertise in IoT (Internet of Things) technology and software to deliver multiple options from strategic and financial buyers to Telular and its owner, Avista Capital Partners.

On November 1, 2018, AMETEK, Inc. announced its acquisition of Telular from Avista Capital Partners for \$525 million.

- **Telular:** With over 30 years of history, Telular is a true pioneer, providing industry-leading industrial IoT solutions for commercial telematics and wireless security applications through two business segments:



Commercial Telematics Solutions

Fleet Telematics
Tank Monitoring & Logistics



Wireless Security Solutions

Residential Security & Home Automation
Commercial Security & Fire

- **AMETEK:** Is a leading global manufacturer of electronic and electromechanical products, with 17,000 employees working at 150 operational facilities in 30 countries around the world.

ROLE OF BAIRD'S GLOBAL INVESTMENT BANKING TEAM

As the industrial and technology sectors continue to converge, Baird leveraged our cross-sector teamwork approach to access and deliver multiple suitors from both arenas. We were able to combine our strong relationships and expertise across the industrial, IoT and software sectors – and drive a competitive process to find the best buyer for Telular.

To deliver this result, Baird's investment banking professionals contacted a broad group of strategic and financial buyers across the industrial, technology, software and IoT sectors. From this group, we efficiently narrowed the field and brought Telular multiple compelling options from industrial, technology and financial buyers.

Contact our team to discuss this transaction, the current conditions in the M&A market or our expertise in both the Industrial and Technology sectors.



Joel Cohen
Managing Director – Industrial
+1-312-609-4924
jcohen@rwbaird.com



Matt Kessler
Director – Technology & Services
+1-415-627-3223
mkessler@rwbaird.com

Transaction was selected for their relevance to our Global Technology & Services experience and do not represent all Baird transactions. View our website at rwbaird.com/investment-banking for a full list of transactions. ©2018 Robert W. Baird & Co. Incorporated. Member SIPC. MC-244459.



TELULAR
A Portfolio Company of
AVISTA
CAPITAL PARTNERS
Sale to
AMETEK

Baird recently advised Avista Capital Partners on its sale of Telular, a leading provider of IoT solutions, to AMETEK

TELULAR PROVIDES:



Purpose-Built Proprietary Hardware



Wireless Connectivity



Proprietary Software

Learn more about Baird's Global Technology & Services Team at:

techservices.rwbaird.com

and Baird's Global Industrial Team at:

industrial.rwbaird.com

BAIRD

Global Investment
Banking