

## **Valiantys shareholders announce that they have entered into an exclusivity agreement with Keensight Capital for the acquisition by the latter, alongside the management team, of a majority stake in Valiantys**

PARIS, FRANCE and BOSTON, USA - 27 APRIL 2022 – The shareholders of Valiantys, a global transformation partner within the Atlassian ecosystem, today announced that they have entered into an exclusivity agreement with Keensight Capital for the acquisition of a majority stake in Valiantys by Keensight Capital alongside the Valiantys management team. Keensight Capital is one of the leading private equity managers dedicated to pan-European growth buyout investments<sup>1</sup>, with deep expertise in Technology and Healthcare. Keensight Capital has a particularly strong track record in software and tech-enabled services.

Valiantys has built an exceptional relationship with Atlassian, a leading provider of team collaboration and productivity software, and boasts a strong track record of organic growth with €98M revenues in 2021, up 73% year-over-year. It is currently operating in France, Switzerland, UK, Benelux, USA, and Canada – and aiming to scale its team to 300 this year.

Valiantys received the Atlassian Partner of the Year award seven times, including most recently in the Enterprise Services category. This reflects the strength of its relationships with 65+ of the global Fortune 500 as well as continued investment in capabilities and quality of service. Valiantys has been the first to achieve the two current key Atlassian specializations: Agile at Scale and Cloud. This elevates Valiantys' portfolio of service offerings, including business agility, cloud migrations and consolidation, IT and enterprise service management, and 24/7 support coverage.

"Valiantys has grown steadily and profitably since its inception in 2006, even during the pandemic, but the time has come for us to bring in an external partner to accelerate our plans. Keensight Capital's investment is a signal of their trust in the potency of Valiantys' mission and excellence in delivering genuine transformational change to customers," said Lucas Dussurget, CEO at Valiantys.

"We are delighted to be partnering with the Valiantys team," said Philippe Crochet, Managing Partner at Keensight Capital. "The value Keensight Capital will bring to Valiantys is in accelerating strategic mergers and acquisitions, exponentially growing their pool of talent and global footprint, and strengthening Valiantys for further success."

"We are pleased about the partnership between Keensight Capital and Valiantys," said Cameron Deatsch, Chief Revenue Officer at Atlassian. "We look forward to continue working with Valiantys to help organizations modernize teamwork with Atlassian solutions. Valiantys is a key partner in our ecosystem, and we are thrilled about our journey ahead."

\*\*\*

---

<sup>1</sup> **Growth Buyout:** investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach tailored to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.

*William Blair acted as the exclusive financial advisor to Valiantys and its shareholders.*

### **About Valiantys**

Valiantys is a leading global consulting and services firm dedicated to Atlassian. We accelerate business transformation by digitizing processes and modernizing teamwork, using the best Agile methods and tools. Our Atlassian technical expertise is unparalleled and we support our customers across the entire spectrum of their projects on those platforms. As a recognized Agile at Scale and Cloud Specialized Partner, we help organizations accelerate time to value with Agile at scale, cloud, and ITSM implementations. Because teamwork requires more than just tools, we help bridge the gap between applications and strategic practices such as SAFe® and ITIL. Over the last 15 years, we have helped more than 5,000 customers achieve their desired business outcomes at a reduced time to value, through improved team collaboration.

*Valiantys has an immediate requirement for over 40 consultants and sales roles across EMEA and North America – Come join our journey! <https://valiantys.com/en/careers/>*

### **About Keensight Capital**

[www.keensightcapital.com](http://www.keensightcapital.com)

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €400 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. Keensight Capital's success has earned it a Gold Award from the Private Equity Exchange & Awards each year for the last five consecutive years, and in particular, the Best European Growth Private Equity Fund.

### **Media Contacts**

#### **Keensight Capital**

Tim Lee – [tlee@keensightcapital.com](mailto:tlee@keensightcapital.com) – +44 7785 345 250

#### **Citigate Dewe Rogerson**

Yoann Besse – [yoann.besse@citigatedewerogerson.com](mailto:yoann.besse@citigatedewerogerson.com) – +33 6 63 03 84 91