

Keensight Capital partners with Advancis, a leading global software developer of physical security solutions

Paris, November 26, 2024 - Keensight Capital (“Keensight”), one of the leading private equity managers dedicated to pan-European Growth Buyout^[1] investments, today announces the acquisition of a minority stake in Advancis Software & Services GmbH (“Advancis” or “the Company”), a leading global software developer of physical security solutions, alongside founders Hartmut Noell and Jan Meiswinkel.

Founded in 1994 and headquartered in Langen, Germany, Advancis is a leading provider of Physical Security Information Management (PSIM) software. Its main product WinGuard integrates various security systems and devices, such as access control, video surveillance, and fire detection, enabling centralized control and monitoring across these disparate systems. Advancis’ global leadership has been built thanks to the openness of its software platform, which features a unique library of over 500 off-the-shelf interfaces, as well as excellent support and training offerings.

Today, Advancis employs nearly 160 people across 9 offices in Germany, Austria, Belgium, Ireland, Sweden, the UK, the Netherlands, the UAE and the US. Its products are sold across 70 countries through a network of integration partners. They are used by a range of loyal, mid-market and enterprise customers.

Led by its founders and a seasoned management team, Advancis has a proven track record of profitable growth. With its global presence and deep B2B software expertise, including in security and data management, Keensight will support the Company to cement its leadership and capitalise on the market growth opportunity, assisting with product development, and strengthening its commercial and marketing function. In addition, Keensight will support the acceleration of Advancis’ international development, notably in North America and Asia, both organically and via acquisitions.

As part of this new partnership, Advancis’ founders and management team are committed to the company in the long term and will continue to lead its growth journey.

Jan Meiswinkel, CEO, and Hartmut Noell, CTO at Advancis, commented: *“Keensight’s extensive international network and proven expertise in providing operational assistance to fast-growing and profitable companies will be crucial for the success of our growth journey ahead. With their support, we will be able to enter new markets faster and more efficiently. We are confident that with this partnership, we are a step closer towards being a clear, global leader in this space.”*

^[1] **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.

Charles Bonnassieux, Director at Keensight Capital, added: *"We are excited about this opportunity to support Advancis, which has demonstrated consistent, profitable growth and has an impressive list of customers and partners. Jan, Hartmut and the team have a clear vision for the future of the company. With our significant sector and operational expertise, as well as our global network, we believe we are well positioned to help Advancis drive further growth and reach its full potential."*

About Keensight Capital

Keensight Capital ("Keensight"), one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. With over 25 years of experience and €5.5bn of assets under management, Keensight Capital's team of seasoned professionals leverages their differentiated private equity experience to invest in profitably growing companies generating 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 the management teams providing capital, strategic guidance and operational support. Keensight operates in more than 90 countries across the globe with a presence in Paris, London, Boston, and Singapore. www.keensight.com

About Advancis Software & Services GmbH

Advancis Software & Services GmbH is an ISO 9001 certified, global software company that provides an open integration software platform and open API-driven applications built around each organizations unique policies and procedures, to help solve real-world problems at scale. Founded in 1994, Advancis today is a global leader with over 2500 installations in over 70 countries, including some of the top Fortune 500 enterprises and government agencies, with systems deployed in over 20 languages world-wide. The company delivers fully redundant, built-in hot-standby multi-tenant solutions, using both SaaS and on-prem environments, including integrated security, building automation, IT, and communication systems. Advancis is headquartered in Germany with offices and partners around the world. www.advancis.net

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