

Continuum Managed Services | Company Profile

General Information

pbID: 52886-17

Description

Provider of information technology management platform to managed services providers. The company offers SaaS-based platform that managed services providers use to monitor, troubleshoot and maintain desktops, servers and other endpoints for small and medium-sized business, enabling information technology services providers to backup, monitor, troubleshoot and maintain desktops, servers and other endpoints.

Company Status (as of 15-Jun-2017)

The company was acquired by Thoma Bravo through an LBO on June 14, 2017 for an undisclosed sum.

Website www.continuum.net

Also Known As Continuum

Formerly Known As Zenith RMM

Legal Name Continuum Managed Services, LLC

Business Status Generating Revenue

Ownership Status Privately Held (backing)

Financing Status Private Equity-Backed

Year Founded 2005

Verticals SaaS

Universe Private Equity

Primary Industry Business/Productivity Software

Other Industries Other IT Services, Automation/Workflow Software

Employees 1,400

Contact Information

Primary Contact

[Steve Royal](#)

Co-Founder

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99 High Street

31st Floor

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Email info@continuum.net

Top 5 Similar Companies

Name	Competitor	Financing Status	HQ Location	Growth Rate	Size Multiple	Last Financing Date/Type	Employee Count
1 ConnectWise Automate	✓	Venture Capital-Backed	Tampa, FL	0.18%	23.65x	2010/Later Stage VC	236
2 Anchor Box	✓	Corporate Backed or Acquired	San Francisco, CA	0.00%	0.52x	2013/M&A	16
3 Meridian		Corporate Backed or Acquired	Alexandria, VA	0.13%	2.08x	2016/M&A	115
4 WiredMinds		Venture Capital-Backed	Stuttgart, Germany	-0.66%	36.94x	2006/Early Stage VC	16
5 EasyVista		Formerly VC-Backed	Noisy-le-Grand, France	1.06%	5.75x	2016/PIPE	147

Current Executives (7)

Name	Title	Board Seats	Office	Email	Phone
Michael George	Chief Executive Officer & Board Member	1	Boston, MA	michael.george@continuum.net	+1 (857) 244-2700
Geoffrey Willison	Chief Financial Officer		Boston, MA		+1 (857) 244-2700
Robert Kocis	Chief Revenue Officer		Boston, MA		+1 (857) 244-2700
Samuel Kuchma	Corporate Development Intern		Boston, MA	samuel.kuchma@continuum.net	+1 (857) 244-2700
Steve Royal	Co-Founder		Boston, MA	steve.royal@continuum.net	+1 (857) 244-2700
Robert Autor	Senior Vice President, Global Service Delivery		Boston, MA	robert.autor@continuum.net	+1 (857) 244-2700
Jeanne Hopkins	Senior Vice President & Chief Marketing Officer		Boston, MA		

Current Board Members (4)

Name	Title	Representing	Role	Since
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Craig Dynes	Board Member		Board Member	Jan 2015
James Foy	Board Member	Self	Board Member	Sep 2013
Michael George	Chief Executive Officer & Board Member	Continuum Managed Services	Chief Executive Officer & Board Member	Sep 2011
Paul Chisholm	Board Member	Continuum Managed Services	Board Member	

Deal History (2)

#	Deal Type	Date	Amount	Status	Stage
2.	Buyout/LBO	14-Jun-2017		Completed	Generating Revenue
1.	PE Growth/Expansion	28-Sep-2011		Completed	Generating Revenue

Deal #2: Buyout/LBO, Completed, 14-Jun-2017

Deal Types	Buyout/LBO, Secondary Buyout	Financing Status	Private Equity-Backed	CEO/Lead Mgt Site	Michael George Boston, MA
Deal Status	Completed	Financing Source	Private Equity	# of Employees	1,400
Deal Date	14-Jun-2017			Business Status	Generating Revenue
% Acquired	100.00%				

Deal Synopsis:

The company was acquired by Thoma Bravo through an LBO on June 14, 2017 for an undisclosed sum.

Investors (1)

Investor Name	Status	Lead/Sole	Comments
1. Thoma Bravo	New Investor	Yes	Lead Partner: A.J. Rohde Fund 1: Thoma Bravo Discover Fund

Sellers/Exiters (1)

Seller/Exiter Name	Partial/Full	Comments
1. Summit Partners	Full	% Company Still Held: 0.00%

Lenders & Debt Financings (2)

Debt Summary

Loan:

Lender Name

1. [Goldman Sachs Specialty Lending Group](#)
2. [The Carlyle Group](#)

Advisors (3)

Advisor Name	Service Type	Hired By	Comments
1. Lazard	Advisor	Continuum Managed Services	
2. Goodwin	Legal Advisor	Continuum Managed Services	
3. Kirkland & Ellis	Legal Advisor	Thoma Bravo	

Deal #1: PE Growth/Expansion, Completed, 28-Sep-2011

Deal Types	PE Growth/Expansion	Financing Status	Private Equity-Backed	CEO/Lead Mgt Site	Michael George Boston, MA
Deal Status	Completed	Financing Source	Private Equity	Business Status	Generating Revenue
Deal Date	28-Sep-2011				

Deal Synopsis:

The company received an undisclosed amount of development capital from Summit Partners on September 28, 2011.

Investors (1)

Investor Name	Status	Lead/Sole	Comments
1. Summit Partners	New Investor	Yes	Lead Partner: John Carroll Form of Payment: Cash Fund 1: Summit Partners Private Equity Fund VII

Investors

Active Investors

Name	Investor Type	Holding	Investor Since	Board	Related Deals
Thoma Bravo	PE/Buyout	Majority	Jun 2017		#2. Buyout/LBO (Secondary) : New Investor, Jun 2017, A.J. Rohde

Former Investor(s)

Name	Investor Type	Holding	Investor Since	Board	Related Deals
Summit Partners	Growth/Expansion	Minority	Sep 2011	✓	#1. PE Growth/Expansion : New Investor, Sep 2011, John Carroll #2. Buyout/LBO (Secondary) : Seller, Jun 2017

Lenders on Deals (2)

Name	Lender Type	Debt Provided	Related Deal(s)
Goldman Sachs Specialty Lending Group	Lender	Loan	#2. Buyout/LBO (Secondary) : Jun 2017
The Carlyle Group	Business Development Company	Loan	#2. Buyout/LBO (Secondary) : Jun 2017

Service Providers

Service on a Deal

Service Provider Name	Service Provided	Service To	Deal Date	Deal #	Comments
Goodwin	Legal Advisor	Continuum Managed Services	14-Jun-2017	2	
Kirkland & Ellis	Legal Advisor	Thoma Bravo	14-Jun-2017	2	
Lazard	Advisor	Continuum Managed Services	14-Jun-2017	2	

Lead Partners on Deals (2)

Investors

Name	All Deals	Title	Representing	Recent Deal
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A.J. Rohde	5	Partner	Thoma Bravo	#2. Buyout/LBO (Secondary): Jun 2017, Completed
John Carroll	3	Managing Director	Summit Partners	#1. PE Growth/Expansion: Sep 2011, Completed

Last 10 Investments | Buy Side

Company Name	Deal Date	Deal Type	Deal Size	Co-Investors	Company Stage	Industry	Lead Partner
Righteous Software	04-Aug-2014	Buyout/LBO (Add-on) [†]		1	Generating Revenue	Network Management Software	

[†] Indicates an Add-On

Market Information

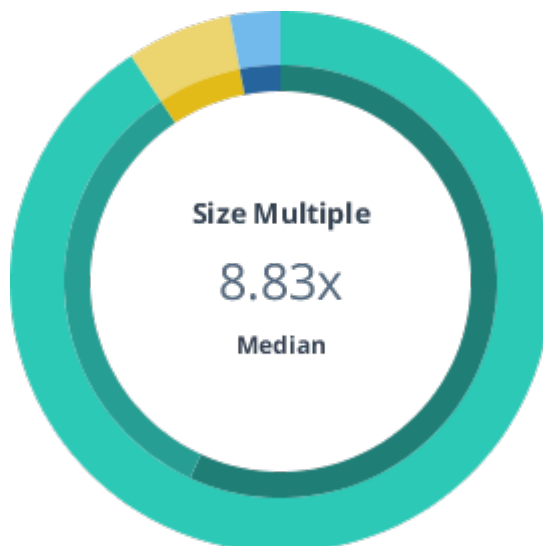
Competition:

The company's competitors include Anchor Box, ConnectWise Automate, and N-able Technologies.

Signals Summary

This company has a weekly growth rate of , placing it in the 24th percentile of all growth rates tracked within PitchBook. Its underlying data points generate a size multiple that is 8.83 times larger than the median of all size multiples tracked within PitchBook, placing it in the 86th percentile within PitchBook.

Company Signals



Summary

Growth Rate Summary

Facebook Likes

1,171

Similar Web Unique Visitors

13,453

Majestic Referring Domains

590

Employee Count

1,398

Social

0.18%

Web

-0.75%

Employee

0.56%

0.00%

Growth Rate
24th %ile

Size Multiple Summary

Facebook Likes

1,171

Similar Web Unique Visitors

13,453

Majestic Referring Domains

590

Employee Count

1,398

Social

1.46x

Web

22.0x

Employee

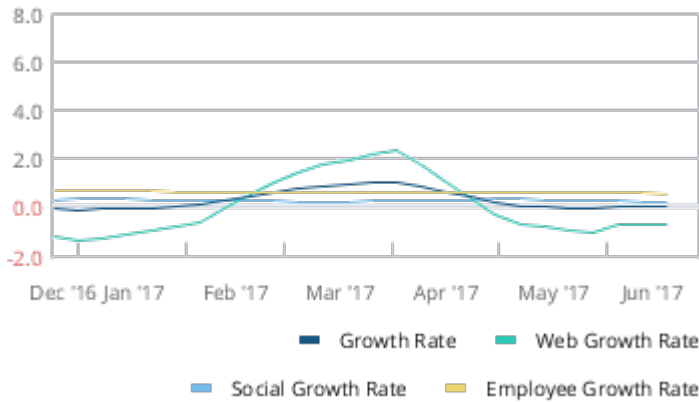
3.05x

8.83x

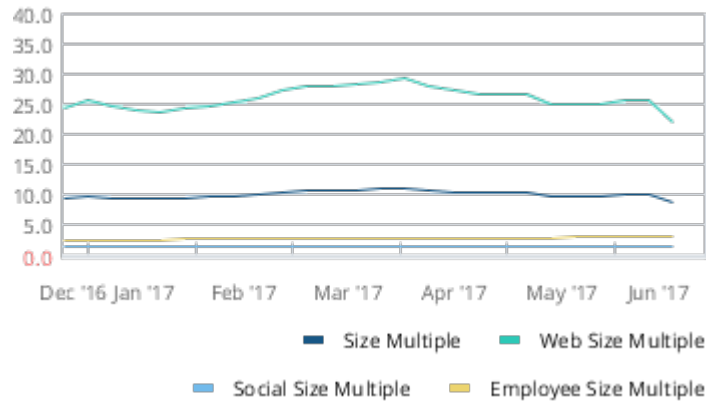
Size Multiple
86th %ile

History

Growth Rate History

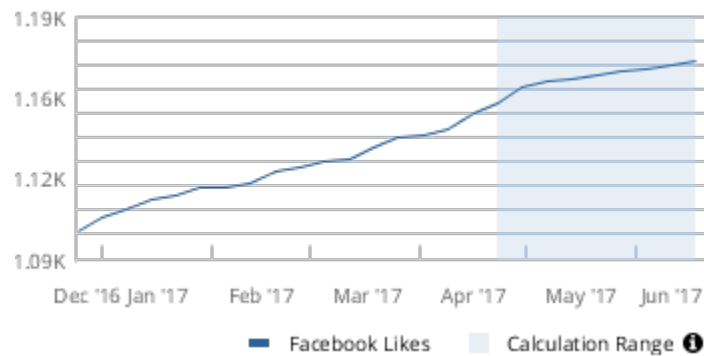


Size Multiple History



Social Media Signals

Facebook Likes: 1,171



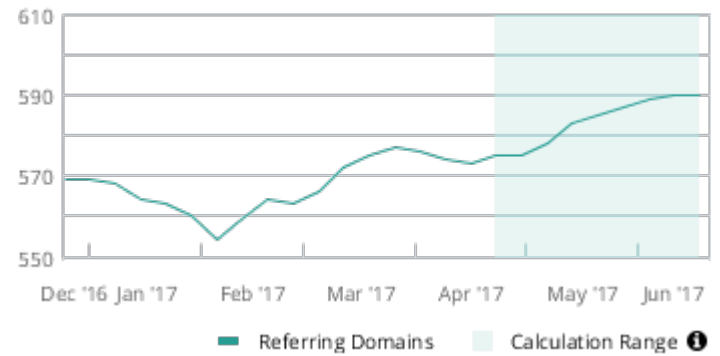
Metric	Continuum Managed Services	All Companies Average
Facebook Likes	1,171	54,711
Growth Rate	0.18%	0.38%
Growth Rate Percentile	66th	47th
Size Multiple	1.46x	69.5x —
Size Multiple Percentile	57th	50th

Web Signals

Similar Web Unique Visitors: 13,453



Majestic Referring Domains: 590

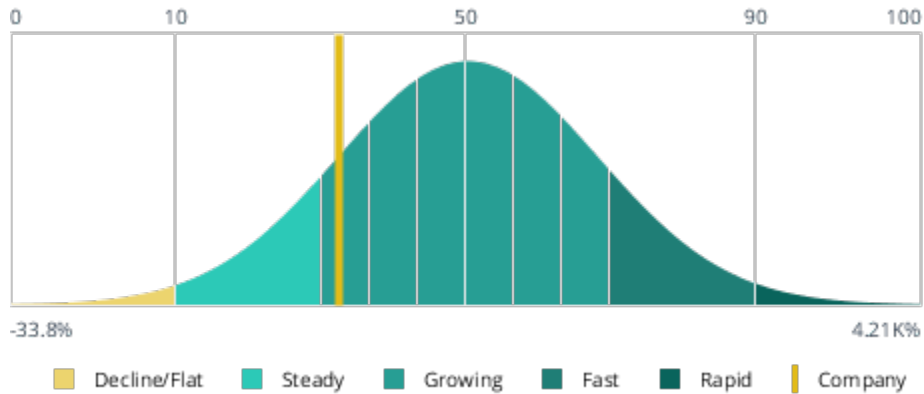


Metric	Continuum Managed Services	All Companies Average
Similar Web Unique Visitors	13,453	35,980
Growth Rate	-1.83%	-0.01%
Growth Rate Percentile	13th	34th
Size Multiple	27.6x	83.6x
Size Multiple Percentile	90th	50th

Metric	Continuum Managed Services	All Companies Average
Majestic Referring Domains	590	464
Growth Rate	0.32%	0.19%
Growth Rate Percentile	89th	26th
Size Multiple	16.4x	13.0x
Size Multiple Percentile	93rd	50th

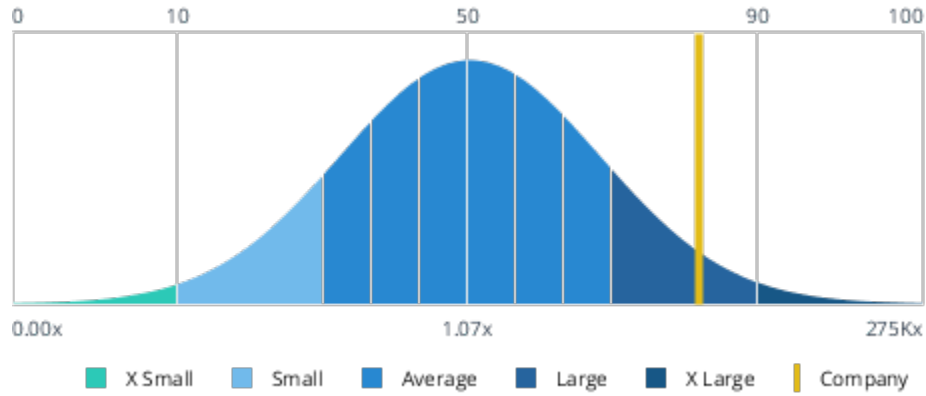
Ranking & Distribution

Weekly Growth: , 24th %ile



Percentile	Min Rate	Max Rate	Avg. Rate
0-10	-33.8%	-0.43%	-1.55%
10-20	-0.42%	-0.03%	-0.16%
20-30	-0.02%	0.00%	0.00%
30-40	-	-	-
40-50	-	-	-
50-60	-	-	-
60-70	0.01%	0.04%	0.02%
70-80	0.05%	0.20%	0.11%
80-90	0.21%	0.79%	0.44%
90-100	0.80%	4.21K%	2.62%

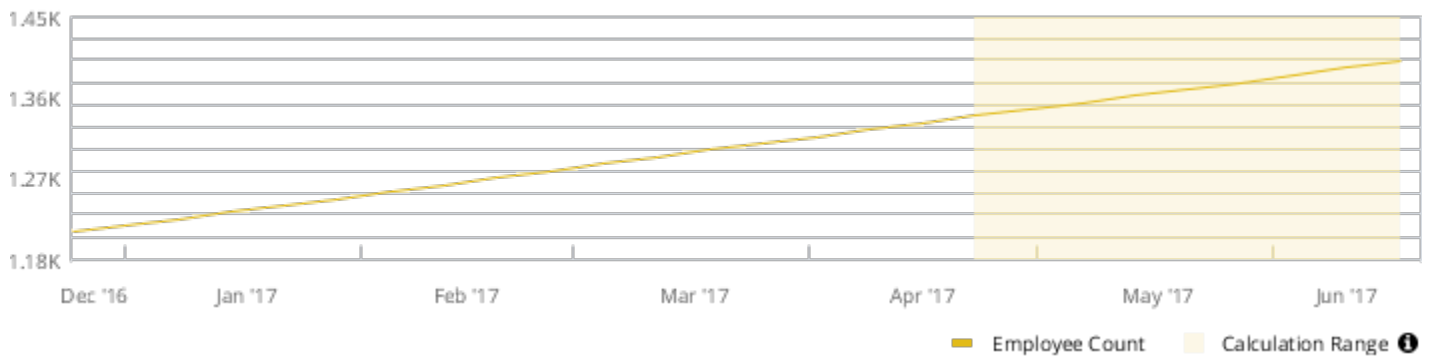
Size Multiple: 8.83, 86th %ile



Percentile	Min Size	Max Size	Avg. Size
0-10	0.00x	0.12x	0.07x
10-20	0.13x	0.26x	0.19x
20-30	0.27x	0.44x	0.35x
30-40	0.45x	0.69x	0.57x
40-50	0.70x	1.06x	0.87x
50-60	1.07x	1.67x	1.34x
60-70	1.68x	2.78x	2.17x
70-80	2.79x	5.46x	3.90x
80-90	5.47x	16.6x	9.45x
90-100	16.7x	275Kx	306x

Employee Signals

Employee Count: 1,398



Company	Employee Count	Growth Rate	Growth Rate Percentile	Size Multiple	Size Multiple Percentile
Continuum Managed Services	1,398	0.56%	86th	3.05x	67th
All Companies Average	4,773	0.04%	49th	12.7x	50th

[Summit sells IT management business Continuum to Thoma Bravo after six-year holding](#)

BuyoutMike Didymus-June 16, 2017 US buyout house Thoma Bravo has bought IT management platform provider Continuum from Summit Partners after six years in the latter's portfolio. BuyoutMike Didymus-June 16, 2017 Former Goldman Sachs head of China M...

AltAssets (subscription) | 16-Jun-2017

Tagged entities: [Continuum Managed Services](#), [Continuum](#), [Dunlop Aircraft Tyres](#), [Willerby](#)

[Thoma Bravo Acquires Continuum, A Leading Remote Monitoring and Management \(RMM\) Company](#)

BOSTON and SAN FRANCISCO, June 14, 2017 /PRNewswire/ --Thoma Bravo LLC, a leading private equity investment firm, today announced that it has acquired Continuum, a premier global IT management platform for Managed IT Service Providers (MSPs), from S...

PR NewsWire | 14-Jun-2017

Tagged entities: [Continuum Managed Services](#), [Deltek](#), [Elemica](#), [Global Healthcare Exchange](#), [Hyland Software](#), [Infogix](#), [Kirkland & Ellis](#), [SonicWALL](#), [Sparta Systems](#), [T2 Systems](#), [The Carlyle Group](#), [The Goldman Sachs Group](#), [Thoma Bravo](#)

[Continuum : Strengthens Executive Team with Two New Appointments](#)

Continuum : Strengthens Executive Team with Two New Appointments 0 (You can enter multiple email addresses separated by commas) Message : *Required fields IT service delivery platform provider brings on experienced CFO and VP of Product to build o...

4-traders | 07-Mar-2017

Tagged entities: [Continuum Managed Services](#), [EnerNOC](#), [The Boston Consulting Group](#)

[Continuum Veterans Foundation Donates \\$50,000 to Hire Heroes USA for Fourth Consecutive Year to Support Veterans in Securing Civilian Jobs](#)

BOSTON--(BUSINESS WIRE)--#CVF--Continuum Veterans Foundation Donates \$50,000 to Hire Heroes USA

BusinessWire | 11-Nov-2016

Tagged entities: [Continuum Managed Services](#)

[Crayon raises \\$3.35M to help marketers track competitors in real time](#)

Crayon raises \$3.35M to help marketers track competitors in real time Artificial Intelligence Marketing Insights Company Founded by Former HubSpot VP and AdMob Product Manager Raises \$3.35M to Accelerate Growth News provided by Crayon Nov 10,...

PR NewsWire | 10-Nov-2016

Tagged entities: [Continuum Managed Services](#), [Alphabet](#), [Baseline Ventures](#), [BoxGroup](#), [Converge Venture Partners](#), [HubSpot](#), [Salesforce](#), [Sam Boonin](#)

[HubSpot Vet Grabs Cash For Crayon to Help Marketers Track Competitors](#)

HubSpot Vet Grabs Cash For Crayon to Help Marketers Track Competitors These days, marketing teams can quickly access lots of nuanced data about their own companies sales and marketing operations, thanks to software from firms like Salesforce...

Xconomy | 10-Nov-2016

Tagged entities: [Continuum Managed Services](#), [Baseline Ventures](#), [BoxGroup](#), [Converge Venture Partners](#), [Crayon \(Software Platform\)](#), [The New York Stock Exchange](#)

[Check out tech firm Continuum's new Financial District HQ](#)

Continuum Managed Services LLC, a Boston-based tech company focused on remote monitoring and other services, has moved into an expanded corporate headquarters at 99 High St. in Boston's Financial District. Continuum moved from a 14,000-square-foot...

Puget Sound Business Journal | 25-Feb-2016

Tagged entities: [Continuum Managed Services](#), [Continuum](#)

[Continuum Further Strengthens Leadership Team With Key Additions on Technology and Marketing Fronts](#)

MarketWire | 16-Oct-2013

Tagged entities: [Continuum Managed Services](#)

[Summit Invests in Zenith RMM](#)

PitchBook | 29-Sep-2011

Tagged entities: [Continuum Managed Services](#), [Michael George](#), [Summit Partners](#)

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