



# Key deals

As Oracle and SAP gear up for a battle in the boardroom, Oracle opens up a new front against its European rival with the acquisition of product lifecycle management provider Agile Software.

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**T**here were a couple of significant acquisitions in the services space this month, with CSC buying offshore specialist

Covansys and Fujitsu Services making an offer for French applications services vendor GFI Informatique.

CSC is the sixth largest IT services supplier in the world, but has lagged behind its peers in its global sourcing strategy. GFI, meanwhile, has asked for more information about the Fujitsu offer before deciding whether it will recommend it to shareholders. GFI is also weighing up an offer from venture capital group Apax Partners to buy a 27% stake for 56m euros (\$76m).

However, all eyes turned to Oracle as it sought to open a new front in its war against SAP, with its \$495m cash purchase of PLM provider Agile Software. The deal adds a further set of software capabilities to Oracle's product portfolio and will allow the company to go after SAP in an industry sector it has previously shied away from.

Meanwhile, Business Objects rounded out its acquisitions in the enterprise performance management market with the \$306m cash purchase of Cartesis, which provides financial reporting software together with governance, risk and compliance applications.

This market has been consolidating since Oracle's \$3.3bn acquisition of Hyperion Solutions, and the deal will no

## KEY MERGERS AND ACQUISITIONS IN APRIL & MAY 2007

BUYER	MAIN ACTIVITY	SELLER	MAIN ACTIVITY	PRICE (\$M)
CSC	Services	Covansys	Services	1,300.0
Fujitsu Services	Services	GFI Informatique	Services	570.0
Oracle	Software	Agile Software	Software	495.0
Websense	Security	SurfControl	Security	400.0
Northgate IS	Services	Stake in Arinso International	Services	310.6
Business Objects	Business intelligence	Cartesis	Software	306.0
Nuance Communications	Speech recognition	VoiceSignal Technologies	Speech recognition	293.0
Experian	Business analytics	Hitwise	Software	240.0
Tibco Software	Software	Spotfire	Software	195.0
Motorola	Networking	Terayon	Networking	140.0
Sage Group	Software	Snowdrop Systems	Software	33.7

## COMPLETED INITIAL PUBLIC OFFERINGS IN APRIL & MAY 2007

COMPANY	BUSINESS ACTIVITY	EXCHANGE	AMOUNT RAISED (\$M)
MetroPCS	Wireless	Nasdaq	1,150.0
Qiao Xing Mobile	Mobile phones	Nasdaq	249.2
Cavium Networks	Semiconductors	Nasdaq	91.0

## COMPANIES RAISING FUNDS IN APRIL & MAY 2007

VALUE RAISED (\$M)	COMPANY	MAIN ACTIVITY
70.0	Arcadian Networks	Wireless broadband
31.5	ChinaCache Network	Content distribution
23.0	Xelerated	Network processors
21.0	Crossbeam Systems	Security switches
21.0	Expand Networks	WAN optimisation
20.0	3Leaf Systems	Virtualisation systems
17.1	RedSeal Systems	Security software
15.0	Carbonite	Data storage services
13.0	Ellacoya Networks	Bandwidth management
12.3	Conformia Software	Lifecycle management
10.0	Interface21	Spring framework support

doubt be studied closely by SAP, which had been tipped as a possible buyer of both Cartesis and Business Objects.

Tibco said it would acquire Spotfire for \$195m. Spotfire has focused on developing analytic applications for public sector, pharmaceutical, semiconductor and energy firms.

The security sector saw a significant acquisition when Websense acquired its British rival SurfControl for \$400m in cash. The deal allows Websense to get into email security, hosted services, Europe, plus deeper into the small business market. There was also some speculation that the deal was a defensive move, in order to keep SurfControl out of the hands of larger competition, namely Symantec.

The funding market was typically busy with wireless carrier Arcadian Networks raising an impressive amount of financing to expand its IP-based, wireless broadband offering.

In the IPO sector, mobile phone service provider MetroPCS Communications raised \$1.15bn, one of the largest amounts raised in recent years for a US company in the technology sector.