

## SILVERPEAK ADVISE SILVER LINING SOLUTIONS ON SALE TO GENESYS

**LONDON, February 27 2017** - Silverpeak, the technology investment bank, acted as the exclusive financial advisor to Silver Lining Solutions Ltd, a provider of industry-leading employee performance optimisation software, which has been acquired by Genesys®, the global leader in omnichannel customer experience and contact centre solutions.

Silver Lining Solutions develops employee performance optimisation software that helps improve employee engagement and performance, enabling organisations to serve customers better, increase sales and operational effectiveness, and reduce costs. The award-winning UK-based company was founded in 2001 and has offices in the UK, Asia Pacific and the United States.

The acquisition of Silver Lining Solutions will further expand Genesys' capabilities to help organisations elevate employee engagement and improve business results related to sales, collections, workforce productivity, and customer satisfaction.

Silverpeak were the lead adviser on the transaction initiating the process with global strategic acquirers, advising management and the three institutional shareholders, and negotiating the transaction through to final completion. Terms of the deal were undisclosed.

Ed Wass, CIO at Catapult Ventures said "Silverpeak helped corral us over the line. This deal had some challenges, some I've seen before, some I haven't. It needed great determination and not a little patience in sorting out the detail."

Stephen Edwards, Chairman of Silver Lining Solutions commented "Obviously our first responsibility was to get the best possible return for our investors, and we have done that. However, we also had a duty to try to find a suitable result for our people, our product and our customers which we have achieved."

Paddy MccGwire, the Managing Partner at Silverpeak leading the process, said "This is another enterprise software sale where we were dealing with strategic buyers from Israel, Europe and US, with San Francisco based Genesys winning the prize. There was an added complexity that three of the parties were either partners or OEMs that required careful management to protect the business."

For more information please contact Paddy MccGwire: [pm@silverpeakib.com](mailto:pm@silverpeakib.com)



## About Silverpeak

Silverpeak provide independent advice on M&A and financing transactions to innovative, fast-growing technology companies.

Our nine partners have close to 150 years combined experience and over 300 completed deals in the technology sector with a vast network of relationships and deep domain expertise in Internet & Digital Media, Enterprise Software/SaaS, IT Services, Enabling Technologies and Healthtech.

We advise on a wide range of transactions which are M&A, both sell-side and buy-side, and larger financings involving international investors. Our blue-chip investment bank capabilities combined with hands-on senior attention provide proven execution experience to achieve optimal results.

Our network and reach is truly global - serving clients from all European countries and beyond; over 90% of our completed M&A deals are cross-border. In addition to our multi-cultural team, Silverpeak is a member of Globalscope, the international M&A advisor network, with people on the ground in 41 countries across every continent.

For more information, please visit [www.silverpeakib.com](http://www.silverpeakib.com)

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