



Boosting File Transfer in any Environment

Unique Tech Company looking for a Strategic Buyer

Summary

Compass Capital seeks a strategic buyer for a highly specialized German **technology firm in file transfer acceleration and cross-platform file workflow optimization**. This presents a unique opportunity for an acquirer to enhance their offerings across Cloud Computing, Virtualization, Data Backup, Digital Asset Management, and more. The dedicated team and superior technology add significant value, enabling seamless and transparent integration into any application environment.

Technology Value Proposition

RoadRunners' technology

- 1) **massively accelerates the transfer of large files over long distance networks**, ensuring speed, security and reliability without additional compression.
- 2) supports the efficient **management of complex file-based workflows** in heterogeneous environments across all major platforms.

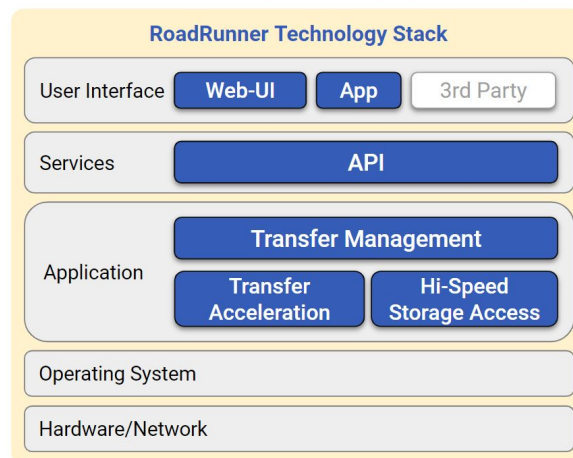
Its software is a key enabler for accelerating point-to-point transfers and is **best suited to strongly accelerate and improve data transfer in the following settings and applications:**

- High data volumes (especially very large files)
- Distributed facilities or workflows (long distance, high latency)
- Time critical transfers due to e.g. globally distributed workflows
- File centric workflows, particular focus on large files (bulk data)
- Under-utilized network capacities

Around its core technology, the company has developed **modular solutions and products that can be seamlessly integrated in heterogeneous environments and enable efficient file-based workflows**.

It also offers intuitive web-based user interfaces and its own file transfer app.

The technology is **independent from and complements techniques** known from WAN optimization like compression, de-duplication or caching.



Strategic Acquisition Opportunity

Acquiring RoadRunner presents a compelling opportunity for a new owner to enrich their tech stack or expand their product portfolio with cutting-edge solutions:

1) Strategic Technology Enhancement: RoadRunner adds strong new capabilities in high-speed data transfer over long distances and seamlessly supports workflows in heterogeneous environments across all major platforms.

2) Expansion of Service Offerings: RoadRunner's technology opens doors to a variety of markets where high speed transfer of large files can be a key differentiator:

Application possibilities

- Cloud Services
- Digital Asset Management
- Remote Backup and Restore
- Remote Archives
- Satellite Transfers
- Virtualization / Container Deployment



Scaleable Value Propositions

While RoadRunner's technology has so far primarily been utilized in the media and digital archives sectors, acquiring it offers strategic buyers significant growth or differentiation potential by integrating its cutting-edge technology into their existing stack or service offerings.

Many of the **envisioned applications can be realized with limited efforts**, which stems from established state-of-the-art processes for release planning, development, change management, and technical support, alongside an automated infrastructure for building, deploying, and testing.

Leveraging the highly technical and committed team, an acquirer could accelerate product innovation and **drive scalability across multiple verticals**.

These elements **ensure a smooth integration and expansion into new scalable areas**. This can not only broaden the acquirer's market reach into new sectors but may also be used to enhance and differentiate existing value propositions with RoadRunner's specialized capabilities in bulk data transfer over long distances.

Company and Talent

RoadRunner emerged from an R&D lab and prides itself as a pure tech company with top quality solutions that lay solid foundations on its mature core technology. Their products have been **in use** in **24/7** heavy-duty production environments for more than a decade.

RoadRunner's team consists of **12 employees**, including its 2 founders and engineering staff of **highly specialized, senior development engineers**, pre-sales engineers, as well as development, test and support engineers.

Ownership: 66% is owned by three investors, 34% by the two founders.

Envisioned Transaction

RoadRunner is looking for a strategic buyer who can leverage its technology. The sellers are open to a sale of a majority stake or a full sale.

The founders and key employees are fully committed to staying on board post acquisition. They are eager to becoming part of a larger group that allows them to grow market reach for their products and to integrate their technology into the buyer's solutions.

Contact

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