



## Transportation Management System Spotlight

Houlihan Lokey's Supply Chain Software team is among the leading supply chain software practices in the middle market, dedicated to providing valuable insights to assess strategic opportunities and stay informed about market trends.

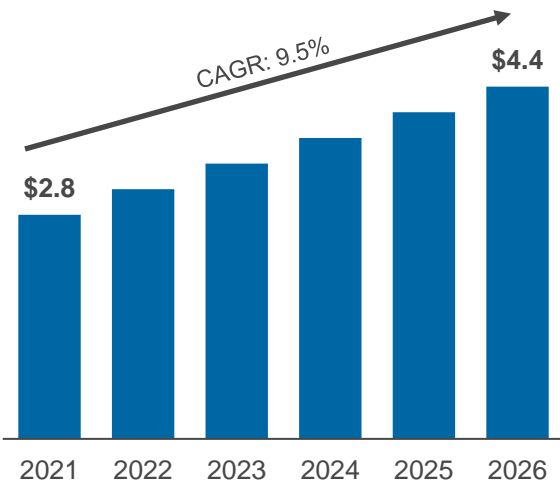
# Enhancing Operational Efficiency Across Supply Chains



- Transportation management system (TMS) software enables comprehensive supply chain planning and execution of the physical transportation of goods across modes of transportation.
- The software streamlines the end-to-end process of planning, executing, and optimizing the transportation of goods, enabling efficient selection of carriers, real-time tracking, and performance measurement to ensure timely delivery.
- End users span from the back office to the frontline, interacting with logistics/supply chain managers through warehouse and distribution operations as well as transportation operators/dispatchers along the way.
- Overall, TMS platforms drive ROI through cost reduction, increased efficiency, improved customer satisfaction, optimized routing, seamless operational scalability, reduced administrative errors, and regulatory compliance.

## Established Supply Chain Tech With Room for Growth

TMS Global Revenue (\$B)



Source: Gartner. Based on source estimates.

1

### Globalization Driving the Need for Tools to Navigate International Transportation and Regulation

As globalization expands business horizons and the complexity of international regulations grows, TMS solutions have become essential to navigating compliance restrictions and streamlining global operations.

2

### E-Commerce Adding Complexity to Logistics

The e-commerce industry has surged, accompanied by a significant rise in consumer expectations; companies are looking to TMS providers to manage warehouse capacity, enhance reverse logistics, and optimize last-mile delivery.

3

### Freight Savings With the Macro Environment Focused on Profitability

With ongoing macro uncertainty, suppliers have been prioritizing profitability, turning to TMS solutions to drive cost reduction and increase efficiencies across modes of transportation.

4

### Criticality of On-Time Logistics for Customer Satisfaction

Tight delivery timelines and customer expectations necessitate meticulous planning, route optimization, and execution all being supported by the use of TMS platforms.



## Notable Recent Transactions



### Rose Rocket Raises \$38M Series B



**Date:** 6/20/2023

**EV:** N/A

**SCALE**

**Rev:** N/A

**EV/Rev:** N/A

**Target:** Transportation management software for trucking industry.

**Use of Proceeds:** Accelerate expansion into larger fleets and increase investment in product development and network collaboration.

### Aptean Acquires TotalLogistix



**Date:** 6/1/2023

**EV:** N/A



**Rev:** N/A

**EV/Rev:** N/A

**Target:** Cloud-based transportation management system for manufacturers, retailers, and distributors.

**Rationale:** Strengthen Aptean's capabilities in supply chain products.

### WiseTech Global Acquires Blume



**Date:** 2/16/2023

**EV:** \$414M



**Rev:** Conf.

**EV/Rev:** Conf.

**Target:** Digital supply chain platform for asset management, logistics, visibility, optimization, and financial settlement.

**Rationale:** Integrates rail into landside logistics offering in North America.

### Trimble Acquires Transporeon



**Date:** 12/12/2022

**EV:** \$1.9B



**Rev<sup>(1)</sup>:** \$160.0M

**EV/Rev:** 12.4x

**Target:** Cloud-based solutions for intermodal transport providers.

**Rationale:** Enhance sustainability solutions for Trimble customers and scale cloud-based transportation platform.

### MercuryGate Acquires ClearTrack



**Date:** 11/8/2022

**EV:** N/A

**Rev:** N/A



**EV/Rev:** N/A

**Target:** Supply chain management software for retail, brand, and manufacturing companies.

**Rationale:** Extends ocean freight procurement, visibility, and supply chain compliance capabilities.

### PCS Receives Investment From LLR



**Date:** 9/21/2022

**EV:** N/A

**Rev:** N/A



**EV/Rev:** N/A

**Target:** Cloud-based transportation management SaaS.

**Use of Proceeds:** Support organic growth, product innovation, and M&A initiatives.

## Top 10 Companies to Watch



Transportation management software developer offering a comprehensive suite for commercial transportation lifecycle management.

**HQ:** Columbus, Ohio  
**Founded:** 2013  
**Notable Investors:** Sumeru Equity Partners  
**Recent Transaction:** \$15M | PE Growth | 2021



Logistics software offering end-to-end transportation solutions, including transport management systems and freight exchange.

**HQ:** Zaventem, Belgium  
**Founded:** 2005  
**Notable Investors:** Castik Capital  
**Recent Transaction:** N/A | PE Growth | 2021



Shipment automation software that allows users to manage shipping and logistical functions to simplify logistics and optimize the shipping process.

**HQ:** Lake Forest, California  
**Founded:** 2015  
**Notable Investors:** Prelude Venture Fund  
**Recent Transaction:** \$4M | Venture | 2022



Yard management platform that provides asset tracking technology designed to provide real-time supply chain visibility and yard management services.

**HQ:** Alpharetta, Georgia  
**Founded:** 2004  
**Notable Investors:** AKKR  
**Recent Transaction:** \$157M | PE Growth | 2020



Transportation management system developer offering solutions for shippers, 3PLs, freight forwarders, brokers, and carriers, improving order-to-delivery times and decreasing shipping costs.

**HQ:** Cary, North Carolina  
**Founded:** 2000  
**Notable Investors:** Summit Partners  
**Recent Transaction:** \$390M EV | Buyout | 2018



Transportation management software that provides dispatch, accounting, and fleet management services to mid- to large-sized enterprise shippers.

**HQ:** Houston, Texas  
**Founded:** 1997  
**Notable Investors:** LLR Partners  
**Recent Transaction:** N/A | Buyout | 2022



Transportation management software for the trucking industry offering solutions to streamline tracking from order to delivery providing real-time information across the supply chain.

**HQ:** Toronto, Canada  
**Founded:** 2015  
**Notable Investors:** Scale Venture Partners  
**Recent Transaction:** \$38M | Venture | 2023



Platform for shippers and carriers that centralizes users' orders, transmits information to the driver, and keeps them informed from loading to delivery.

**HQ:** Paris, France  
**Founded:** 2014  
**Notable Investors:** Battery Ventures  
**Recent Transaction:** \$39M at \$154M EV | Venture | 2022



Platform that connects cross-border and local logistics by automating operations and ensuring intelligent 3PL management and visibility of first-, middle-, and last-mile operations.

**HQ:** Gurugram, India  
**Founded:** 2015  
**Notable Investors:** Z3Partners  
**Recent Transaction:** \$25M | Venture | 2022



Freight shipping platform developer for carriers and independent operators, offering competitive rates, advanced analytics, and instantaneous tracking for efficient freight shipment management.

**HQ:** Austin, Texas  
**Founded:** 2016  
**Notable Investors:** Fifth Wall  
**Recent Transaction:** \$16M at \$215M EV | Venture | 2022

# How Houlihan Lokey Covers Supply Chain Software

<b>Demand Planning</b> 	<b>Marketplace</b> 	<b>WMS/Automation</b> 
<b>Supply Planning</b> 	<b>Procure to Pay</b> 	<b>TMS/Logistics</b> 
<b>ERP</b> 	<b>Supplier Mgmt. / Network Design</b> 	<b>Fleet/Asset Management</b> 
<b>Risk/Sustainability</b> 	<b>Sourcing/Contracting</b> 	<b>Visibility</b> 
		<b>Transportation Procurement</b> 
		<b>Inventory Management</b> 

Contact the Houlihan Lokey team to discuss their perspectives on market activity in the supply chain software sector:



**Rob Louv**  
Chairman of U.S. Technology  
[RLouv@HL.com](mailto:RLouv@HL.com)



**Sascha Pfeiffer**  
Head of EU Technology  
[Sascha.Pfeiffer@HL.com](mailto:Sascha.Pfeiffer@HL.com)



**Shane Kaiser**  
Managing Director  
[SKaiser@HL.com](mailto:SKaiser@HL.com)



**Jim Lavelle**  
Head of Corporate Coverage, Industrials  
[JLavelle@HL.com](mailto:JLavelle@HL.com)



**Timothy Macholz**  
Director  
[TMacholz@HL.com](mailto:TMacholz@HL.com)

## Featured Supply Chain Software Experience

<b>Tradeshift</b> has received an investment from a consortium of investors with a minimum commitment of \$70M Financial Advisor	<b>BLUME global</b> a portfolio company of <b>APOLLO</b> has been acquired by <b>wisetechnology global</b> Sellside Advisor	<b>onventis</b> a portfolio company of <b>MAIN CAPITAL PARTNERS</b> has been acquired by <b>KEENSIGHT CAPITAL</b> Sellside Advisor	<b>FoodLogiQ</b> has been acquired by <b>esha RESEARCH</b> a portfolio company of <b>Riverside</b> Sellside Advisor	<b>KPLER</b> has received a minority investment from <b>Five Arrows</b> <b>INSIGHT PARTNERS</b> Sellside Advisor	<b>SmartEquip</b> Be Ready. has been acquired by <b>rb RITCHEE BROS. AUCTIONEERS</b> Sellside Advisor	<b>Elemica</b> has been acquired by <b>THOMA BRAVO</b> Sellside Advisor
--	--	---	--	--	---	--



# Disclaimer

© 2023 Houlihan Lokey. All rights reserved. This material may not be reproduced in any format by any means or redistributed without the prior written consent of Houlihan Lokey.

Houlihan Lokey is a trade name for Houlihan Lokey, Inc., and its subsidiaries and affiliates, which include the following licensed (or, in the case of Singapore, exempt) entities: in (i) the United States: Houlihan Lokey Capital, Inc., and Houlihan Lokey Advisors, LLC, each an SEC-registered broker-dealer and member of FINRA ([www.finra.org](http://www.finra.org)) and SIPC ([www.sipc.org](http://www.sipc.org)) (investment banking services); (ii) Europe: Houlihan Lokey Advisory Limited, Houlihan Lokey EMEA, LLP, Houlihan Lokey (Corporate Finance) Limited, and Houlihan Lokey UK Limited, authorized and regulated by the U.K. Financial Conduct Authority; Houlihan Lokey (Europe) GmbH, authorized and regulated by the German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht); (iii) the United Arab Emirates, Dubai International Financial Centre (Dubai): Houlihan Lokey (MEA Financial Advisory) Limited, regulated by the Dubai Financial Services Authority for the provision of advising on financial products, arranging deals in investments, and arranging credit and advising on credit to professional clients only; (iv) Singapore: Houlihan Lokey (Singapore) Private Limited and Houlihan Lokey Advisers Singapore Private Limited, each an “exempt corporate finance adviser” able to provide exempt corporate finance advisory services to accredited investors only; (v) Hong Kong SAR: Houlihan Lokey (China) Limited, licensed in Hong Kong by the Securities and Futures Commission to conduct Type 1, 4, and 6 regulated activities to professional investors only; (vi) India: Houlihan Lokey Advisory (India) Private Limited, registered as an investment adviser with the Securities and Exchange Board of India (registration number INA000001217); and (vii) Australia: Houlihan Lokey (Australia) Pty Limited (ABN 74 601 825 227), a company incorporated in Australia and licensed by the [Australian Securities and Investments Commission](http://www.afsl.gov.au) (AFSL number 474953) in respect of financial services provided to wholesale clients only. In the United Kingdom, European Economic Area (EEA), Dubai, Singapore, Hong Kong, India, and Australia, this communication is directed to intended recipients, including actual or potential professional clients (UK, EEA, and Dubai), accredited investors (Singapore), professional investors (Hong Kong), and wholesale clients (Australia), respectively. No entity affiliated with Houlihan Lokey, Inc., provides banking or securities brokerage services and is not subject to FINMA supervision in Switzerland or similar regulatory authorities in other jurisdictions. Other persons, such as retail clients, are NOT the intended recipients of our communications or services and should not act upon this communication.

Houlihan Lokey gathers its data from sources it considers reliable; however, it does not guarantee the accuracy or completeness of the information provided within this presentation. The material presented reflects information known to the authors at the time this presentation was written, and this information is subject to change. Any forward-looking information and statements contained herein are subject to various risks and uncertainties, many of which are difficult to predict, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. In addition, past performance should not be taken as an indication or guarantee of future performance, and information contained herein may be subject to variation as a result of currency fluctuations. Houlihan Lokey makes no representations or warranties, expressed or implied, regarding the accuracy of this material. The views expressed in this material accurately reflect the personal views of the authors regarding the subject securities and issuers and do not necessarily coincide with those of Houlihan Lokey. Officers, directors, and partners in the Houlihan Lokey group of companies may have positions in the securities of the companies discussed. This presentation does not constitute advice or a recommendation, offer, or solicitation with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Houlihan Lokey or its affiliates may from time to time provide investment banking or related services to these companies. Like all Houlihan Lokey employees, the authors of this presentation receive compensation that is affected by overall firm profitability.



**Houlihan Lokey**

Corporate Finance  
Financial Restructuring  
Financial and Valuation Advisory

[HL.com](http://HL.com)