

# Adviser to Xait AS on the acquisition of Blueprint CPQ



## Deal overview:

Wilson Partners Corporate Finance was delighted to advise Norwegian tender software specialist Xait on the acquisition of BlueprintCPQ, a provider of enterprise-class configure, price and quote software worldwide, adding to Xait's collaboration software solution XaitPorter, ideal for tenders, proposals and reports for major corporations.

Eirik Gudmundsen, CEO of Xait, said "We are pleased to welcome BlueprintCPQ and its excellent team to Xait, adding advanced CPQ features to our fully integrated co-authoring solution. Together we can provide both streamlined and optimized document production and calculations, maximizing customers' revenues from bids and proposals and other business-critical documents".

Kevin Geraghty, co-founder and CEO of BlueprintCPQ, added "Our vision is to help companies become easier to buy from, no matter how complex their offer. I can't think of a better match than Xait to make this come true. We are really looking forward to be part of Xait's continued customer-focused product development and growth journey, helping even more companies around the world to win new revenue."

## About the parties:

BlueprintCPQ is the trading name of Blue Zebra Associates Ltd - a privately held corporation with offices in Cheltenham, UK and in Boston, USA. It provides enterprise-class Configure, Price, Quote (CPQ) software worldwide. Established in 1999, its CPQ software is used by businesses globally in order to quickly and accurately price combinations of interdependent products and services to its clients.

Xait is a global Software Technology Company, headquartered in Stavanger, Norway, providing enterprise customers with software for document co-authoring, automation and collaboration. Xait offers a complete all-in-one co-authoring software solution for teams to collaboratively create, manage and produce documents. XaitPorter, the company's core co-authoring software, enables hundreds of people on multiple locations to work together simultaneously on for example complex tender documents. With XaitPorter, document creation is done up to 70% faster, with higher document quality and higher win rates.

Celebrating its 20-year anniversary in 2020, Xait is experiencing strong growth across industries, with major corporations such as Honeywell and Siemens on the client list.

"The most common use case of XaitPorter is writing complex proposals. As such, adding a CPQ tool makes perfect sense. Working with Wilson Partners Corporate Finance on this deal has been a pleasure. They were always quick on their feet to add valuable advice during the whole acquisition process."

Frank Skavland, CFO, Xait

"Blueprint CPQ has a stable and growing base of ARR from a core of long-standing customers. The combination with Xait is an exciting one and will allow the enlarged group to expand its software offering and fuel further growth."

Dan James, Director, Wilson Partners