

Accenture Technology Consulting Acquires Corliant, Inc.

"Corliant is an excellent strategic fit for Accenture. Their focus and expertise dovetails with our own capabilities, allowing us to become a one-stop-shop for specialized networking services, skills and solutions."

John Kaltenmark, lead of Accenture Technology Consulting



Overview

Corliant, Inc. is a consulting firm that specializes in helping enterprise and service provider clients reduce the uncertainty and cost of deploying and supporting Internet Protocol (IP) networking solutions. The firm wanted to find a strategic acquirer that could leverage Corliant's IP networking expertise to create market differentiation.

Pagemill Engagement

Pagemill Partners acted as Corliant's exclusive financial advisor throughout the transaction. Pagemill assisted Corliant in soliciting interest in the business among strategic acquirers. By highlighting Corliant's deep ties with Cisco Systems as a strategic partner, and its track record of successfully delivering complex networking solutions to large enterprise and service provider customers worldwide, Pagemill was able to elicit interest from a variety of sources.

The process resulted in multiple interested parties submitting offers for the company. Pagemill assisted Corliant in the negotiation process and helped keep the process on track. In the end, Accenture offered the optimal transaction and best strategic fit for the company and its shareholders, customers and employees.

Pagemill Delivers Results

The acquisition enhances Accenture's ability to implement next generation networks, and positions the company as a one-stop-shop for specialized networking services, skills and solutions. For Corliant, the acquisition brings a broad client base, global footprint and the ability to deliver high performance solutions to a wide range of enterprise and public sector clients.