



Accenture Announces Intention to Acquire Cirruseo, a Leader in Google Cloud Solutions in France

Blueprint Partners acted as sole Financial Advisor of Cirruseo Founders

Paris - April 8, 2019 – Blueprint Partners announces that Accenture (NYSE: ACN) has entered into exclusive negotiations to acquire Cirruseo, a leading pure-play Google Cloud services provider in France. The acquisition requires prior consultation with the relevant works councils and would be subject to customary closing conditions. Financial terms of the transaction are not being disclosed.

Cirruseo has nearly 100 highly skilled Google Cloud professionals and is a Google Cloud Premier Partner, as well as a certified trainer for Google Cloud technologies. Cirruseo provides consulting and implementation services for Google Cloud Platform and G Suite solutions. Since its creation in 2011, Cirruseo has helped more than 600 clients, including some of the largest French companies, define and execute their Google Cloud-based strategies.

“As the demand for Google Cloud services is booming, joining Accenture is an exciting opportunity for us to help even more organizations benefit from the potential of Google Cloud to drive innovation,” said Hervé Romain, co-founder and CEO of Cirruseo. “The combination of our deep expertise in Google Cloud technologies with Accenture’s industry knowledge and experience in global large-scale cloud initiatives would allow us to bring highly differentiated end-to-end services to the market.”

Cirruseo would enhance Accenture’s end-to-end Intelligent Software Engineering and Intelligent Cloud & Infrastructure Services and will complement the existing capabilities of the Accenture Google Cloud Business Group, which is focused on developing industry based solutions in high-growth areas to accelerate clients’ adoption of Google Cloud.

“Cirruseo has strong and unique assets to succeed in the Google Cloud business: a long experience of Digital-transformation, initiated as soon as 2008, solid Google Cloud practices, proven methodologies to support their clients, etc. But above all the dedication and commitment of the 100 Cloud professionals for their customers is just impressive. These elements make Cirruseo a first choice for any leader looking at strengthening its Cloud capabilities in Europe” said Marc Chancerel, Partner at Blueprint.

“Blueprint support during the whole process has been blasting. They delivered clear and impactful documentation and financial planning, organized meetings with a select number of decision makers and negotiated with different interested parties. They also work with and impact legal and audit firms up to the last minute of the last day to secure a balanced agreement,” said Philippe Bonnemains, co-founder of Cirruseo. “They are highly trusted persons always taking care of our interests, regardless of their own objectives,” he added.

The acquisition would strengthen Accenture’s expertise in Google Cloud in the French market and more broadly across Europe by enhancing its ability to help clients apply Google Cloud technologies in an industry-specific context, at speed and at scale.

“The addition of Cirruseo would be a significant step forward in our growth strategy in France, bringing a strong team of Google Cloud specialists to Accenture,” said Olivier Girard, Accenture’s Geographic Unit managing director for France and Benelux. Bhaskar Ghosh, group chief executive of Accenture Technology Services, added, “At a global level, the acquisition of Cirruseo would demonstrate Accenture’s commitment to investing in the skills and capabilities needed to help our clients apply new technologies to accelerate innovation and achieve business outcomes. Growing our Google Cloud capabilities enables Accenture to continue to bring the new to life for our global clients across industries, at scale, each and every day.”

About Blueprint

Blueprint Partners helps fast growing companies, operating in the digital market, through all phases of development from early to growth stages, with revenue ranging from 0 to 50M€. Our customers are primarily headquartered in Europe, but our reach is global, working together with large financial and strategic investors and buyers in Europe, the United States and Asia. Our Silicon Valley partners helps us provide global support to our customers. We have more than 50 years of accumulated experience evaluating technologies and working with tech companies in equity transactions. We help entrepreneurs and managers define their growth strategy, help them to orchestrate organic growth and build-ups, and execute adequate fundraising, M&A buy side mandates and/or recapitalisation mandates. We also accompany shareholders to sell part or all of their shares (M&A sell-side transactions). Our focus is on companies with Enterprise Value ranging from 5 million to 50 million Euros. We are known to be diligent, creative and persistent.