



We're building on our market leadership by acquiring built-for-purpose products that extend our depth, breadth and scale.

What We Look For



Financial Profile
Revenues in the
\$5-\$25 Million Range



Enterprise Applications
Built-for-purpose Enterprise
Work Management



Recurring Revenue Base
Renewal Rates > 90%



Geography
U.S., Canada and E.U.

Proven Leadership with Buying Power

Upland's proven team offers a reliable and disciplined M&A process with a combined 40 successful acquisitions over the past 16 years. With access to a \$258 million credit facility and the public equity markets, Upland has the buying power necessary to execute our acquisition plan and expand on the 19 successful acquisitions we've closed to date.

Enterprise Work Management M&A Sector Focus



**Project and IT
Management**



**Workflow
Automation**



**Digital
Engagement**

Contact

Austin Woody

Vice President of M&A and Corporate Development
512.960.1013 | woody@uplandsoftware.com

About Upland Software

Upland Software [Nasdaq: UPLD] is a leading provider of cloud-based Enterprise Work Management software. Our family of applications enables users to manage their projects, professional workforce and IT investments; automate document-intensive business processes; and effectively engage with their customers, prospects and community via the web and mobile technologies. With more than 4,000 customers and over 450,000 users around the world, Upland Software solutions help customers run their operations smoothly, adapt to change quickly, and achieve better results every day.

uplandsoftware.com

Acquisitions Portfolio

Project & IT Management

- FEB 2012 PowerSteering
Program & Portfolio Management
- FEB 2012 Tenrox
Professional Service Automation
- NOV 2013 EPM Live
Project Portfolio Management
- NOV 2013 ComSci
IT Financial Management
- NOV 2014 Eclipse PPM
Project Portfolio Management
- NOV 2014 RightAnswers
Enterprise Knowledge Management

Workflow Automation

- MAY 2013 FileBound
Document & Workflow Automation
- NOV 2015 Ultriva
Supply Chain Management
- MAY 2016 Advanced Processing and Imaging
Document & Workflow Automation
- JAN 2017 Omtool
Document Capture & Imaging
- NOV 2017 Qvidian
RFP and Sales Proposal Automation
- MAR 2018 InterFAX
Enterprise Cloud Based Fax
- JUN 2018 RO Innovation
Customer Reference & Sales Enablement

Digital Engagement

- DEC 2013 Clickability
Web Content Management
- DEC 2014 Mobile Commons
Mobile Engagement Management
- JAN 2016 LeadLander
Website Visitor Analytics
- MAR 2017 Hipcricket
Mobile Engagement Management
- JUL 2017 Waterfall
Mobile Engagement Management
- OCT 2018 Rant & Rave
Cloud-Based Customer Engagement