



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 41 successful acquisitions over the past 16 years. With access to a \$400 million credit facility and the public equity markets, Upland has the buying power necessary to execute our acquisition plan and expand on the 20 successful acquisitions we've closed to date.

Enterprise Work Management M&A Sector Focus



Project and IT Management



Workflow Automation



Customer Experience Management

Contact

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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
- APR 2017 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

Customer Experience Management

- 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
- DEC 2018 Adestra Email and Marketing Automation