



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 45 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 25 successful acquisitions we've closed to date.

Enterprise Work Management M&A Sector Focus



Customer Experience Management



Enterprise Sales Optimization



Contact Center Productivity



Professional Services Automation



Project & Financial Management



Document Lifecycle Automation



Secure Document Services



Enterprise Knowledge Management

Contact

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About Upland Software

Upland Software (Nasdaq: UPLD) is a leader in cloud-based enterprise work management software. Upland provides eight enterprise cloud solution suites that enable more than one million users at over 9,000 accounts to win and engage customers, automate business operations, manage projects and IT costs, and share knowledge throughout the enterprise. All of Upland's solutions are backed by a 100 percent customer success commitment and the UplandOne platform, which puts customers at the center of everything we do.

uplandsoftware.com

Acquisitions Portfolio

- FEB 2012 PowerSteering
Project Portfolio Management
- FEB 2012 Tenrox
Professional Service Automation
- NOV 2012 EPM Live
Project & Work Management
- MAY 2013 FileBound
Document & Workflow Automation
- NOV 2013 ComSci
IT Financial Management
- DEC 2013 Clickability
Enterprise Web Content Management
- NOV 2014 Eclipse PPM
Project & Work Management
- DEC 2014 Mobile Commons
Enterprise Mobile Messaging & SMS
- NOV 2015 Ultriva
Supply Chain Management
- JAN 2016 LeadLander
Website Visitor Analytics & Reporting
- MAR 2016 Hipcricket
Enterprise Mobile Messaging & SMS
- MAY 2016 Advanced Processing and Imaging
Document & Workflow Automation
- JAN 2017 Omtool
Secure Document Capture & Fax
- APR 2017 RightAnswers
Enterprise Knowledge Management
- JUL 2017 Waterfall
Enterprise Mobile Messaging & SMS
- NOV 2017 Qvidian
RFP & Sales Proposal Automation
- MAR 2018 InterFAX
Enterprise Cloud-Based Fax
- JUN 2018 RO Innovation
Customer Reference & Sales Enablement
- OCT 2018 Rant & Rave
Cloud-Based Customer Engagement
- DEC 2018 Adestra
Email and Marketing Automation
- APR 2019 PostUp
Email and Audience Development
- MAY 2019 Kapost
Content Operations for Sales & Marketing
- AUG 2019 Cimpl
Telecom Expense Management
- OCT 2019 InGenius
Contact Center Productivity
- OCT 2019 Altify
Customer Revenue Optimization