

Quilvest Capital Partners invests in Acuiti Labs to drive further expansion

06 March 2024 – Quilvest Capital Partners (“Quilvest”), a dedicated global mid and lower mid-market alternatives investment manager with over \$7 billion in AUM, today announces its investment in Acuiti Labs, a leading SAP consultancy specializing in optimizing the quote-to-cash process.

Founded in 2014 by CEO Manoj Harbhajanka and headquartered in London, Acuiti Labs has established itself as one of the largest consultancies dedicated to the quote-to-cash process, with over 200 employees and global operations spanning North America, Europe and Asia. The company advises large, blue-chip businesses seeking to optimize their revenue management and billing processes through SAP Billing and Revenue Innovation Management (BRIM) solutions.

Quilvest’s investment will support Acuiti Labs’s continued global expansion strategy, including further headcount growth and investment in technology, with a relentless focus on delivering best-in-class service, support and technology to its clients and partners.

With a global and diverse client base, Acuiti Labs delivers solutions aimed at making their customers successful by monetizing services, minimizing revenue leakage and enhancing financial reporting functionalities. The company derives 40% of its revenue from the U.S. market and 55% from Europe, alongside other international regions.

Manoj Harbhajanka, CEO of Acuiti Labs, said, “We are thrilled to welcome Quilvest as our strategic partner, poised to support our company in its next phase of growth. Leveraging their professional expertise and extensive network, coupled with Acuiti Labs’s strong positioning and talented management team, we are looking forward to further success.”

Benjamin Sass, Partner at Quilvest Capital Partners, said: “Acuiti Labs is at the forefront of an enduring technology shift as companies across various industries seek to transform and optimize their revenue models. We are honored that Quilvest Capital Partners has been selected as the partner for Acuiti Labs’s next growth chapter, and we look forward to combining our international reach and partnership approach with Acuiti Labs’s unique expertise and proven success in the SAP BRIM space.”

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About Quilvest Capital Partners

Quilvest Capital Partners is a leading global investment manager focused exclusively on the mid-market. It operates four investment strategies: Buyout; Primaries, Co-Investments and Secondaries; Private Credit and Real Estate.

As one of the earliest pioneers in the alternative investment industry, we pride ourselves on our rich and extensive history, with decades of experience deploying capital across multiple business cycles and environments. We are trusted to manage over \$7bn AUM for a prestigious base of global investors, including leading pension plans, sovereign wealth funds, insurance companies,

and family offices. Our heritage dates back more than a century to 1917, managing the wealth of our founding shareholder, the Bemberg family, which we continue to do today.

With six offices worldwide, our team is focused on identifying the global trends and themes underpinning each investment strategy. We overlay this thematic approach with an extensive global network of highly valued relationships, enabling us to identify and invest in the best opportunities for our investors and partners.

Quilvest Capital Partners is committed to the highest standards of excellence. We offer best-in-class infrastructure and the professionalism of a leading global investment firm while retaining the deeply personal, entrepreneurial, nimble approach rooted in our origins.

For more information, visit www.quilvestcapitalpartners.com

About Acuiti Labs

Acuiti Labs, headquartered in London, is a global SAP consulting firm specializing in “Quote to Cash” process transformation and optimization. As a SAP Silver Partner, we excel in delivering business technology solutions and digital transformation by deploying SAP BRIM on S/4HANA and cloud-based applications like Subscription Billing, CPQ and Entitlement Management.

With exceptional experience across various industries, Acuiti supports subscription and consumption-based Target Operating Models, which is ‘Anything as a Service’ covering industries like Public Transport, Automotive, Travel and Tourism, Ports (Airports & Seaports), Postal, Telco, Media and Hi-Tech.

Acuiti Labs prioritizes value realization and the monetization of digital assets, services and strategies, offering end-to-end services covering Business & IT consulting, implementation, training and managed support to our clients while keeping customer benefits at the forefront of our efforts.

For more information, visit www.acuitilabs.com

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