

Our investment criteria

Revenue Size → Between \$3M and \$30M

Revenue Mix → Majority (Over 50%) recurring revenue

Revenue Growth → Between 5% and 50%

Retention → Over 90% gross / 100% net retention

Profitability → Typically over \$750K EBITDA

Market Position → A strong defensible position in a niche area

Seller Requirement → Stay on, consult, or exit post-closing

Structure → Preferably 100% or controlling interest

About Banyan

Banyan Software is one of the most active global software investors. We acquire, build, and grow leading and differentiated enterprise software businesses in niche vertical markets, supported by a permanent capital base and a disciplined buy-and-hold investment strategy.

Banyan operates more than 120 individual businesses and employs over 4,000 people globally, with operations across North America, Europe, and Asia-Pacific.

With a scalable operating model, deep sector expertise, and dedicated local teams, Banyan is well positioned to continue deploying capital at scale while remaining a long-term owner of high-quality software businesses.

We are proud that 100% of our sellers are referenceable.

Growth ops

Every Banyan business has an expert bench to draw on. Management teams stay in control, supported by a dedicated operating leader and experts across applied AI, sales & marketing, talent, product & engineering, payments, finance, cybersecurity, and legal.

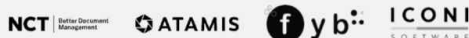
Select Banyan businesses

Banyan works with organizations in any geographic location or vertical, but has several operating businesses in niche areas within education, government, financial services, media and entertainment, healthcare, and transportation.

Education



Government



Financial Services



Media & Entertainment



Healthcare



Transportation



Quick decisions



We are able to qualify opportunities quickly and our process can often provide valuation and transaction structure guidance within a few days. While fit is important, we know valuation is too.

Flexible approach



We work with owners and their advisors on a structure and post-acquisition role that is right for them, whether that's staying on in a management role or a complete exit.

Permanent capital



We have readily-accessible capital to close on a transaction very quickly. Our experienced team has a near-perfect conversion of LOI signed to deal closing.

Transparent process



We run a thorough yet highly efficient and fast due diligence that manages both seller and advisor expectations throughout the process. Expect to complete transaction within 5-7 weeks post-LOI.

Have an opportunity that may be a fit for Banyan? Let's connect.



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