

## Main Capital acquires majority stake in Field Service Management software specialist Relyon

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**Main Capital has acquired a majority stake in the fast growing Field Service Management (FSM) specialist Relyon, based in Nootdorp. The company provides leading and innovative cloud-based software solutions that support customers in optimizing the service and administrative process for mobile field services.**

Relyon was founded in 2001 and is one of the earlier companies in the Dutch Field Service Management market. This is reflected in the deep domain expertise that the company has acquired and the broad suite of functionalities. In recent years Relyon has positioned itself as one of the most specialized software providers of field service solutions. Relyon's products enable the field service department of companies in installation, construction, healthcare and various other verticals to complete fieldwork, fully automated and with high efficiency. The customer base of Relyon includes companies such as Nestle, PCI Nederland, Pirtek and Stulz.

Relyon's flagship product is the cloud-based Relyon Service Management Platform, which facilitates the service and invoicing process, produces work orders, manages customer data and includes a planning tool with a trip planner. The platform operates as a dashboard from which service managers have access to all necessary information regarding the service and invoicing process and can see the status of all service orders at a glance.

Relyon products are offered in four different languages and can be integrated with other software systems such as AFAS, Exact, SAP, and Microsoft Dynamics. Currently, Relyon serves about 175 clients and more than 5,000 end users. The users of Relyon's products are mostly companies with 10 to 100 people in the field. The common goal of Relyon and Main is to continue the steep growth curve of the past years by serving an expanding customer base through a scalable and modern technology platform.

### Collaboration Relyon and Main

The current management team, including Patrick Marelis (CEO) remains on board and invests in Relyon alongside Main Capital. The cooperation will focus on organic growth and further development of the technology platform. In addition, the combination will pursue a selective buy & build strategy for (international) acquisitions in the broader FSM software market.

**Patrick Marelis, CEO of Relyon:** *"We are delighted to have Main Capital Partners on board as new shareholder. We see many opportunities for further growth, where Main Capital's expertise in building software companies and possibilities for collaboration with companies in the Main Capital network will give us a boost. I see many opportunities for Relyon to expand into adjacent sectors as well as to serving larger and smaller customers."*

**Charly Zwemstra, Managing Partner and Chief Investment Officer at Main Capital Partners:** *"According to our market research practice, the FSM market is one of the fastest growing software markets in the Netherlands. Within this market, Relyon is able to grow above average in a scalable way. We see opportunities to further accelerate this growth, together with Patrick and his team, and look forward to working together."*

### About Main Capital Partners

Main Capital is a strategic investor with exclusive focus on the software sector in the Benelux, DACH and Nordics. Main has a long term horizon around successful partnerships with management teams, aiming to build larger software groups together. Main has about € 1 billion of assets under management for investments in mature and growing software companies.

Main Capital's current portfolio includes fast growing software and SaaS-software companies such as MACH AG (DACH, government software), Textkernel (NL, HR software), Excellence (NL, government software), WoodWing (NL, ECM/DAM software), Alfa (SE, healthcare/government software), Pointsharp (SE, security software), Perbility (DACH, HR software), Optimizers (NL, SCM software), Assessio (SE, HR software), GBTEC (DACH, BPM/GRC software), Onventis (DACH, procurement software), HYPE Innovation (DACH, innovation management

software), cleversoft (DACH, RegTech), Enovation (NL, healthcare software), SDB Group (NL, healthcare HR software), Jobrouter (DACH, BPM/WFM software), GOconnectIT (NL, GIS/FSM software), Inergy (NL, BI software), KING Software (NL, ERP/accounting software), Artegit (DACH, marketing software), OBI4wan (NL, social media monitoring software), b + m Informatik (DACH financial services software), ChainPoint (NL, SCM software), Sofon (NL, CRM/CPQ software) and RVC (NL, healthcare software). Successful former companies that grew significantly under Main's leadership include Connexys (HR software), Roxit (NL, government software), Axxerion (NL, facilities management software), Ymor (NL, APM software), Onguard (NL, credit management software) and TPSC (NL, healthcare GRC software).

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