

The background features a complex network of thin green lines and small dots, creating a sense of data flow and connectivity. The lines are mostly horizontal and radiate from a dense cluster on the right side of the image, spreading out towards the left. Some lines are solid, while others are dotted, and the dots are small, dark green circles.

# Unlocking value in **Data & Analytics**

ALANTRA

# Data at the Core of Modern Business

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Data sits at the core of modern business, influencing decisions across every level of an organisation. From strategic planning to operational execution, leaders increasingly depend on the ability to transform raw information into meaningful insights.

With companies producing immense amounts of information each day, the challenge is no longer simply collecting data but ensuring it can be rapidly processed, securely stored and effectively analysed. Those that succeed in building this capability are able to uncover patterns, anticipate market shifts and make faster and smarter decisions.

Cloud-native platforms such as Databricks, Snowflake, Microsoft Fabric and Google Cloud have accelerated this trend. These solutions enable organisations to unify fragmented data estates and generate insights more quickly, but their success depends on sound governance, regulatory compliance and expert integration.

Rising demand for advanced data capabilities has driven the growth of specialist consultancies that design strategy, manage and integrate data, foster data-driven cultures and deliver the engineering / analytics expertise to unlock value at scale.

“There has been sustained momentum across the Data and Analytics market, with buyers and investors competing for differentiated capabilities and deep ecosystem partnerships. As AI/ML adoption accelerates and demand for cloud-native platforms intensifies, we see continued interest for high-quality consultancies and further levels of M&A.”

- Ollie Hickley, Director at Alantra

# M&A Momentum in Data & Analytics

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Whilst there has been a more cautious approach to M&A within some Technology Consulting segments, demand for high-quality Data & Analytics consulting firms remains strong - attracting interest from strategics, sponsor-backed strategics and financial sponsors.

Value drivers in a Data & Analytics consulting firm:

## **Scale and visibility**

Reaching scale signals maturity and delivery capacity. Acquirers show strongest appetite for firms above £20m in revenue.

## **Ecosystem alignment**

Partnerships with platforms like Snowflake and Databricks enhance credibility. They also create recurring demand that reinforces growth and defensibility.

## **Differentiated capabilities**

Consultancies with proprietary methods or deep sector expertise, particularly in regulated environments, typically command premium valuations.

## **Embedded client relationships**

Long-term ties with blue-chip clients signal resilience. Multi-year contracts strengthen these relationships further.

## **Earnings quality**

Stable margins, low customer concentration and good revenue visibility remain central to buyer confidence

# Advisory to JMAN Group A Data-Led Success Story

JMAN Group delivers data-led consulting, science and engineering solutions for private equity clients, with operations in London and Chennai. Following a period of rapid growth, the business sought an investor to support international expansion.

Alantra was appointed for our sector expertise and track record in minority investment, working with the management team to prepare the business and secure a financial sponsor for its next stage of growth.

## The solution

Alantra worked closely with management to explore financing options and refine a compelling equity story. JMAN's strong growth, reputation in private equity and robust financial profile attracted wide interest.

Following a competitive process, JMAN partnered with Baird Capital, chosen for its track record in professional services, US market expertise and sector knowledge. The investment supports JMAN's international expansion and further development of its data-led solutions.

“ We selected Alantra because of their deep sector experience and their comprehensive understanding of structuring minority equity transactions. The outcome was fantastic - we have found a highly supportive partner with the Baird Capital team who will be helpful in our ambitious growth plan.”

- Anush Newman, Co-Founder & CEO

**JMAN**  
GROUP

ALANTRA

# Relevant Transactions

Alantra has advised on multiple landmark transactions in the Data & Analytics space, leveraging deep sector knowledge and strong global reach. Our Technology team combines expertise in strategy, financial advisory and sector-specific insights to deliver outstanding results for clients.

 <p>Sell-side advisory</p> 	 <p>Sell-side advisory</p> 	 <p>Buy-side advisory</p> 	 <p>Sell-side advisory</p> 
 <p>Buy-side advisory</p> 	 <p>Buy-side advisory</p> 	 <p>Sell-side advisory</p> 	 <p>Buy-side advisory</p> 
 <p>Sell-side advisory</p> 	 <p>Sell-side advisory</p> 	 <p>Sell-side advisory</p> 	 <p>Buy-side advisory</p> 

## About Alantra

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Alantra is an independent global financial services firm providing investment banking and asset management services to midmarket companies, families and investors. The Group has over 500 professionals across Europe, the U.S., Latin America, Asia and the Middle East.

**18**

GLOBAL OFFICES

**35+**

NATIONALITIES

**510+**

PROFESSIONALS

## Data & Analytics Leadership Team

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Alantra's Global Technology team brings together senior professionals with extensive experience across Data & Analytics, Software, IT Services and broader Technology Consulting.



**Renee Shaening**  
Managing Director (US)



**Ollie Hickley**  
Director (UK)

**ALANTRA**

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