

Hg February Highlights

Welcome to Hg's monthly digest, designed to keep you updated with news from Hg and our network of portfolio companies. The newsletter can also be found on our [website](#). If you would like to subscribe, please [email us](#).

Alternatively, follow us on [Twitter](#) and [LinkedIn](#)!



AI with a Human Touch

Since 2015, A-Plan and its larger group have embarked on a transformational project to retool an already great business for the future.

Greater insight, shared throughout the business has lead to enhanced client retention, efficiency and the ability to provide the right cover at the right moment for its customers.

[Watch our film](#)

Hg News



Hg invests in smartTrade

smartTrade is a managed services and hosted software provider for trading desks and a global leader in this sector.

Hg's investment represents the firm's 7th in tech serving the Capital Markets and Wealth & Asset Management sectors, including previous investments such as Ullink and FE fundinfo, the global fund data and technology leader.

[Read more](#)



Lyniate is the new home of Corepoint and Rhapsody

Two industry-leading Interoperability Platforms that enhance healthcare ecosystems through seamless connectivity to unlock the potential of data, on-premises and in the cloud. [Learn more](#)



Hg Factsheet

Hg publishes a regularly updated factsheet covering Hg, its portfolio, its investment activity, and its long-term record.

We hope that you find it useful!

[Find it here](#)



A look back at 2019

In 2019, we have reinforced Hg's focus and scale: focus on the software and service universe and scale to ensure our reach, expertise and network goes broader and deeper than ever before.

[Visit our Year in Review](#)

Our Thinking



Evaluate: Harnessing Data Science in Pharma

Evaluate absorbs, aggregates, structures, normalises and enriches the data produced by the pharmaceutical industries.

Our film explores how applying data science and machine learning to this huge bank of information helps Evaluate's Vision product guide pharma to make better investment decisions, run more efficient processes and get the drugs that matter to the people who need them. [Watch our film](#)

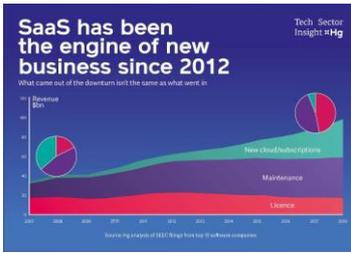


The story of Visma at PE Insights

Hg's [Mikael Mannik](#) will be speaking at today's PE Insights Nordic Capital Day in Stockholm. His talk will cover [Visma's](#) journey to becoming a true Nordic Champion.

Prior to joining Hg, Mikael was Head of M&A, and member of Group Executive Management at Visma Group.

[Read more](#)



SaaS has been the engine of new business since 2012

CHART OF THE MONTH:

Hg's Director of Research, David Toms, shows how SaaS business models have outstripped their licence counterparts since the last recession. [See the chart](#) or read David's insight: ["Software at the all-you-can-eat buffet"](#)

Portfolio News



FE fundinfo appoints David Blumer as Chairman & Hamish Purdey as CEO

"We look forward to welcoming two true industry leaders in the technology, wealth and fund management sectors", Peter Little. [Read more](#)



Mitrastech adds Cluster Seven MRM to its portfolio

The product provides GRC professionals with a powerful model risk management solution for businesses that rely on models for core business processes. [Read more](#)



Visma acquires OnGuard

Visma continues its growth in the Netherlands by acquiring OnGuard Holding, a leader in order-to-cash solutions. OnGuard serves over 30,000 business users across 600 companies, most notably Aon, Schiphol, BMW, and Lloyds Bank. [Read more](#)



ITRelation acquires C2IT

Merging with Mentor IT, an independent company under ITRelation, the group's services include infrastructure management, hybrid and public cloud solutions, application management and hosting. [Read more](#)



IT Relation acquires Scott/Tiger

Scott/Tiger will be merged with Miracle 42, creating a market-leading consulting house within database services, application operations and high-end services. [Read more](#)



Sovos acquires Booke

Booke Seminars provides critically important educational seminars to employees of insurance companies and the IRS on topics across property, casualty, life and health insurance sectors.

[Read more](#)



Mitr/TECH reveals record results

Six of the top 10 global financial institutions now utilize Mitr/TECH enterprise legal management solutions. With record financial results & profits in 2019, the company has unveiled a key acquisition, changes to its leadership team and additions to its global partnership network. [Read more](#)

