

Global leader acquires UK intelligent detection systems provider to boost video security solutions

DEAL FLASH | AEROSPACE, DEFENSE & SECURITY | APRIL 2024

DEAL SNAPSHOT

Silent Sentinel, an award-winning, globally recognized provider of high-specification surveillance and intelligent detection technology for the homeland security market, has been acquired by Motorola Solutions (NYSE: MSI).

Designed to operate in the harshest conditions, Silent Sentinel's rugged thermal cameras offer clear visibility in the complex and extreme environments associated with military, aviation, maritime and critical infrastructure. Equipped with highly accurate detection capabilities and its NexOS software, Silent Sentinel's cameras can identify anomalies from up to 30 km to extend the perimeter of security and support a faster, more informed response.

Motorola Solutions is a global video equipment, telecommunications equipment, software, systems and services provider, headquartered in Chicago, Illinois. The acquisition of Silent Sentinel complements Motorola Solutions' portfolio of fixed video cameras, expanding its footprint with government and critical infrastructure customers, and strengthening its position as a global leader in end-to-end video security solutions.

“On behalf of the Silent Sentinel team, we are excited to join Motorola Solutions. We look forward to building upon Motorola Solutions' industry-leading portfolio, offering advanced video security solutions that support our customers in the most challenging environments. I would like to express my sincere thanks and massive appreciation to the Oaklins Cavendish team, who have been a genuine pleasure to work with. Your ability to generate competitive tension during the process was critical in achieving this successful outcome.”

PAUL ELSEY
MANAGING DIRECTOR
SILENT SENTINEL
UNITED KINGDOM

OAKLINS' GLOBAL REACH FACILITATED THIS TRANSACTION

Oaklins Cavendish, based in the UK, advised Paul Elsey and the other shareholders of Silent Sentinel on the 100% sale. Other Oaklins teams played a key role in identifying and sourcing key buyer information for this process.



MARKET TRENDS & DEAL DRIVERS

Silent Sentinel's growth is supported by several strong tailwinds that are driving increased levels of adoption of high-end, security system technology platforms. The rising sophistication of threats such as terrorism, cyber-attacks and border security has necessitated the development and deployment of innovative surveillance technology by defense organizations.

Manufacturers must also be regulatory compliant and ensure their products meet the specific criteria and certifications required by defense organizations. Recalibration of countries' national security strategies to remain at the forefront of technological advancements has bolstered budgets, driving demand for specialized surveillance products.

M&A VALUATION ASPECTS

Silent Sentinel commands a robust and defensible market position, bolstered by its renowned NexOS technology, long-standing customer relationships spanning many years, and strong competitive positioning.

These factors led to multiple premium valuation offers from potential buyers, all derived from high EBITDA multiples, underscoring the company's exceptional standing in the market.

TALK TO OUR ADVISORS



✉ ANTHONY PLATT

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Anthony leads Oaklins Cavendish's technology team. He has 20 years' M&A experience and has worked on transactions with an aggregate value in excess of US\$5bn. Key areas of focus cover software, vertical applications, IT managed services, cyber security and telecoms. Recent M&A deals he has led include the sales of Boku Identity to Twilio; The Floop Limited to Otonomo Technologies; and Mail Manager to Ideagen.

"Silent Sentinel's technology plays a critical role in safeguarding international borders and critical infrastructure. Given the geopolitical backdrop, Silent Sentinel's technology has been in high demand and this acquisition gives Motorola Solutions access to new markets. It is great to lead on the sale of UK technology firms to major US tech and telecoms acquirors like Motorola."



✉ SAM KAVANAGH

Director
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Sam has over 11 years of M&A experience. He primarily focuses on IT managed services and software. Recent transactions he has been involved in include the sales of Sourcebreaker to Bullhorn; Xexec to Castik Capital/Abry Partners; and the growth capital equity fundraise of YourParkingSpace with Pelican Capital.

"We are delighted to have worked with Paul and the Silent Sentinel team to deliver this transformational deal, which will strengthen Motorola's proposition and directly contribute to their ambitious growth objectives. At Oaklins Cavendish we pride ourselves on advising entrepreneurial growth businesses, and this transaction underscores our ability to engage with international buyers and successfully navigate cross-border technology M&A deals."



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