

## **Klecha & Co. advises Apparound S.p.A. shareholders on the sale of a stake to Fondo Italiano d'Investimento SGR**

***The agreement foresees the acquisition from Fondo Italiano d'Investimento SGR, through FITEC, of a minority stake of Apparound, a leading software company providing solutions to fully digitize and automate the sales process***

**Milan, London, Paris, 27<sup>th</sup> January 2022** - Klecha & Co., a European private investment bank focused on technology, software, IT services, hardware and IoT, advised Apparound S.p.A. shareholders on the sale of a minority stake to Fondo Italiano d'Investimento SGR, through a €9 million capital increase.

Founded in 2008 in Pisa by Gianluca Cagiano, **Apparound** is a leading sales management company, combining sales automation, a renowned CPQ ("Configure, Price and Quote") module, contract generation and signature capture. Apparound's platform integrates with all the leading CRM solutions and has been adopted by a large number of clients operating in different sectors such as the Telecommunications, Utilities, Services, Manufacturing, Food & Beverage and Media industries. The Company has been listed for the 4<sup>th</sup> consecutive year in the prestigious **Gartner Magic Quadrant™** for CPQ applications.

**Gianluca Cagiano, CEO of Apparound** stated: "We are very pleased with this agreement. FITEC's funding will enable us to expand into other markets, supporting our growth abroad with national and international partnerships."

**Claudio Catania, Senior Partner of Fondo Italiano d'Investimento** stated: "Apparound's team has developed a world-class strategy and software product, capable of immediately competing with the major international players in the industry and managing to reach from the very beginning an excellent market positioning."

**FITEC**, managed by **Fondo Italiano d'Investimento SGR**, with a commitment of €133 million, is the first tech growth fund that invests in small and medium-sized Italian enterprises. The investments target both companies already backed by venture capital funds and other financial investors, like Termo, Everli and BeMyEye, or owned by strong entrepreneurs, like SECO and Healthware Group.

### **About Klecha & Co.**

*Klecha & Co. is a European private investment bank focused on technology, software, IT services, hardware and IoT. Founded in 2009, Klecha & Co. is active in Milan, London, Paris and New York. During its 12 years of activity, it carried out more than 50 merger and acquisition and capital raising transactions. Klecha & Co. offers a highly specialized assistance in each phase of the transactions, leveraging a unique industry knowledge.*

For further information: <http://www.klecha-co.com/>

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