



# **INTRODUCTION to VOLARIS GROUP**



# CSI OVERVIEW



Top 10 customers  
represent less than

**6% of revenues**



**10,400+**  
**employees**  
across the globe



**6 operating**  
**groups** in over  
60 vertical markets



**120,000+**  
**customers**  
in over 150 countries



Over **10%**  
**employee**  
**ownership**

# THE VOLARIS DIFFERENCE

Volaris Group, an operating group of Constellation Software Inc., specializes in the acquisition of Vertical Market Software companies. Our mission is to strengthen and grow our companies, enabling them to become clear leaders in their respective industries.

Unlike most Private Equity or Venture Capital Funds, we hold onto our acquisitions indefinitely. With nearly 20 years' experience and hundreds of closed transactions to date, we are proud to say that we have never sold a core business.

**Our companies provide specialized, mission-critical enterprise software solutions to vertical markets around the world. Some of our core markets include:**

**Volaris Group, along with 4 other CSI Operating Groups cover 60+ vertical markets.**



Agri-Food



Cultural Collections Management



Financial Services



Marine



Asset Management and Logistics



Communications



Justice



People Transportation



Benefits Administration



Credit Union



Library Management



Rental Management

## Buy-and-Hold Acquirers: Providing a Safe and Permanent Home

Volaris Group works collaboratively with Owner Operators and Professional Managers, to realize personal and professional goals for their business. We help sellers achieve their desired exit by working with them to build multi-layer succession plans, ensuring the right talent is in place to support long-term sustainable success.

After acquisition, we strive to make the integration process as smooth as possible so that businesses can run as usual with minimal interruption to everyday operations.



Volaris stepped up, invested in our people and our product while assuring our existing client base that they were in the business for the long-term.”

—Kevin Bade, General Manager,  
CourtView Justice Solutions

## Decentralized Model: Keep your Talent, Keep your Say, Keep your Culture

Volaris Group operates a decentralized business model made up of relatively independent businesses, each with their own workforce and culture. We believe that the best decisions are made locally by owner-operators and professional managers, who have intimate knowledge of their customer base.

We strategically connect business leaders to develop a coordinated product suite while still operating independently of one another.



We chose Volaris Group because they recognized the value in our brand name and allowed us to push forward autonomously.”

—Nathan Godfrey, Managing Director, Softlink International



## Employee Focus

With over 10,400 employees around the world, we firmly believe in talent development. Volaris invest in their employees, equipping them with the skills required to build customer loyalty and grow their businesses.

As a method of ongoing development we hold annual leadership summits, corporate academies, quarterly strategy meetings which enable professional growth and the exchange of best practices. These meetings allow business leader to collaborate and share learnings in areas such as business development, customer service, human resources and marketing.



Volaris’ deep knowledge and expertise in vertical market software has provided value to both our organization and our customers.”

—Jay Hoffman, CEO, Gallery Systems



## Financial Support: Enabling Strategic and Organic Growth

As seasoned acquirers with hundreds of closed transactions to date, we have the financial and operational expertise required to successfully run highly specialized Vertical Market Software companies. We enable our companies to become clear leaders in their respective industries by providing them with the necessary capital required to make sustainable improvements to the business.



Volaris provided the financial support and expertise to empower us to be strategic in our goal setting. We are now growing the business by expanding into new and diverse markets.”

—Jim Baker, President,  
Cultura Technologies



## LET'S TALK!

We are continuously looking for strategic opportunities with leading Vertical Market Software companies. Let's discuss how Volaris Group can help your business achieve their unique objectives.

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