

# Unisys' Acquisition of Unify Square

June 3<sup>rd</sup>, 2021



# Unify Square

## Acquisition Rationale

**The acquisition of Unify Square enhances Unisys' DWS business to drive increased revenue growth and improved profitability and cash flow**

### Enhancing the DWS Solution Portfolio

Unify Square's offerings help advance Unisys' Digital Workplace Services solution set with the addition of a market-leading UCaaS portfolio and Unified Experience Management capabilities

### Revenue Growth Catalyst

The UCaaS market, in which Unify Square operates, has a 5-year expected CAGR of 13%, and is expected to be among the fastest-growing segments of the DWS market

- 3 to 5% 3-yr expected CAGR for overall DWS market
- 7 to 10% 3-yr expected CAGR for the end-user experience market within DWS that UIS is targeting

<sup>1</sup>Source: Everest Group study, Gartner and IDC reports

### Profitability and Cash Flow Upside

Unify Square's capabilities enable Unisys to deliver higher-value solutions to its clients, a key element of the company's stated strategy to drive improved margins and cash flow

Expected to be accretive to adjusted EBITDA margin and adjusted free cash flow by 2023, with a *de minimis* impact initially



# Digital Workplace Services

## How we are executing against our strategy

### Focus on higher-margin EUX offerings

Evolving business model and commercial arrangements that emphasize client outcomes (e.g., shift from SLAs to XLAs)



#### DWS advisory

Best-fit workplace solutions



#### UCaaS

Seamless collaboration for hybrid workplaces



#### Unified Experience Mgmt

Proactive experience monitoring and management



**VDI / Desktop aaS** at-scale, cost-effective compute environments



**Support** intelligent and cost-effective omni-channel solutions



#### UEM

Context-aware secure asset management

### Unify Square Advances Unisys' Digital Workplace Services Transformation with Enhanced Experience-Focused Capabilities

**UCaaS / Seamless Collaboration:** Powerful solution for seamless, rapid enterprise-wide collaboration that enables clients to control, manage, secure and maintain their collaboration platforms

**Transformation Advisory Services:** Unify Square helps clients accelerate their digital workplace journeys, quickly and seamlessly moving from legacy on-prem communications applications to modern cloud-based collaboration platforms

**Intelligent Workplace Services:** Unify Square enables organizations to proactively assess, analyze and improve IT operational performance with real-time analytics

**Unified Experience Management (UXM):** Unify Square prioritizes employee experience across capabilities, with seamless collaboration tools and transformation advisory services aimed at improving productivity and experience, and intelligent workplace services enabling real-time proactive monitoring of experience across multiple platforms

**Comprehensive Governance & Management:** Through built-in compliance and security capabilities, solutions provide a policy framework and robust functionality to create policies to simultaneously cover all collaboration platform security and lifecycle management scenarios



# UCaaS Market Growth

## Market Overview



Sources: IDC & Gartner Reports

**5X** ↑

Users growth since 2019

**+175%** ↑

Increase in Collaboration Apps installed since March 2020

**+800M**

UCaaS Daily Meeting Participants

**88%** ↑

of companies are increasing spend on collaboration

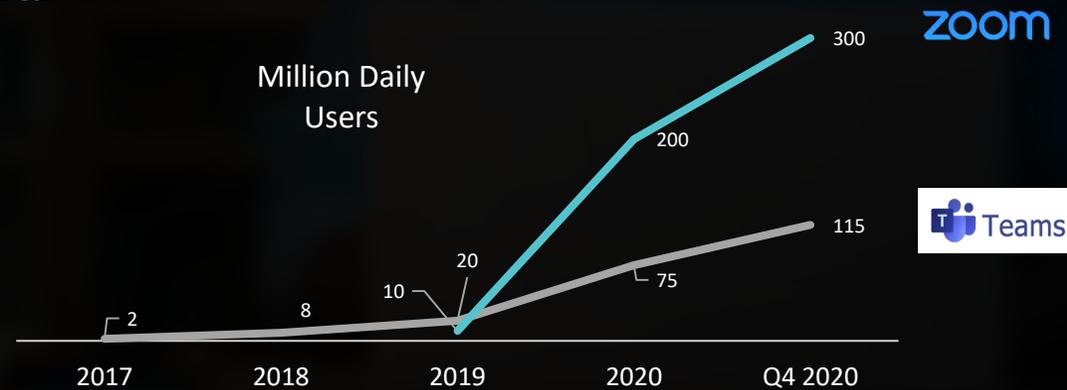
**72%**

of business leaders plan to spend significantly more to support remote working

**+3.3 trillion**

Annual meeting minutes  
**zoom**

## User Data



Sources: Zoom Communications & Microsoft Company filings; Gartner Report



# How the Acquisition Can Help Unisys Grow

**UNISYS** +



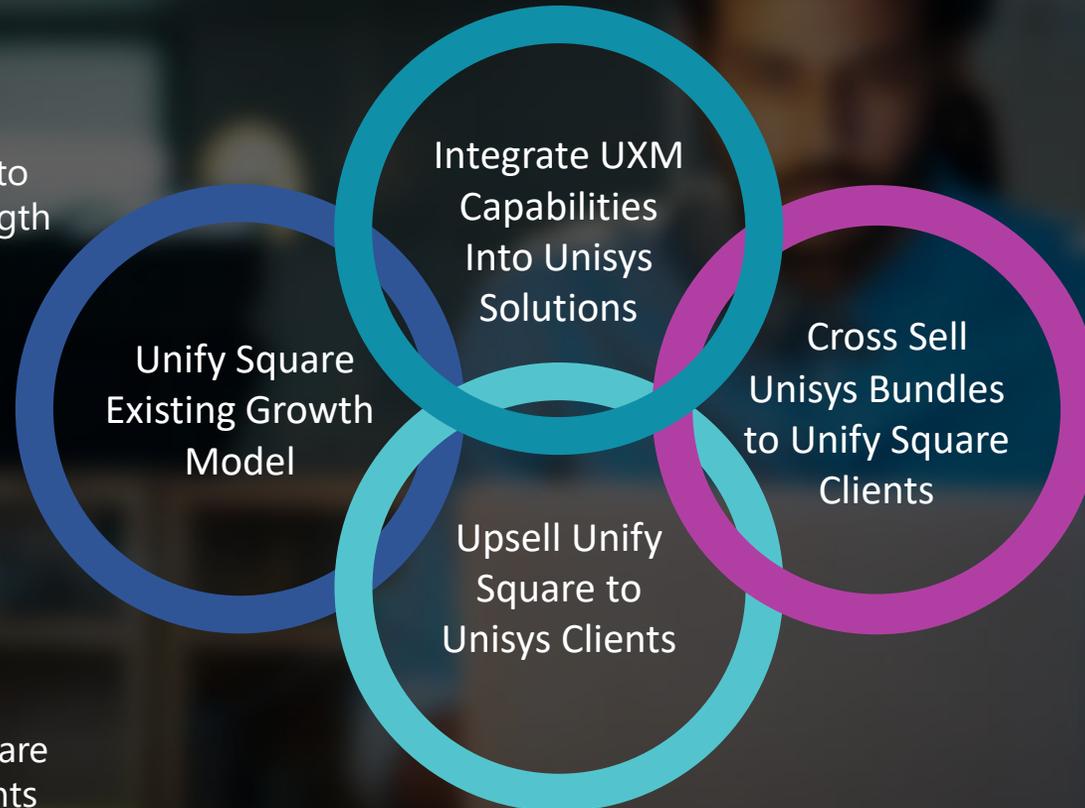
Unify Square solutions expected to capitalize on UCaaS market strength and growth trends



Unify Square experience-based capabilities to be integrated into UIS solutions, creating more attractive, higher-value offerings



Opportunities to upsell Unify Square solutions into existing Unisys clients



Opportunities to cross-sell Unisys solutions into Unify Square clients (virtually no client base overlap)

# Appendix



# Unify Square Company Overview



## Business Description

Unify Square's proprietary, cloud-based PowerSuite™ SaaS solution seamlessly manages, secures, and optimizes enterprise communications and collaboration

- **Founded:** 2008
- **Employees:** ~220
- **Headquarters:** Bellevue, Washington

## Select Clients



## Products / Solutions Overview

- **Software:** PowerSuite standalone subscription with ability to monitor, analyze, and troubleshoot enterprise meetings, chats, calls, and collaboration platforms
- **Software Solution:** PowerSuite software subscription + 24/7 monitoring, support, and value-added management from UC and collaboration experts
- **Consulting:** Data-driven strategic transformation, pain point identification, user experience improvement, and system-wide onboarding implemented with a customer-facing team

## Key Platform Partnerships



## Key Channel Partners (GTM)

