

solen

A PERMANENT HOME FOR B2B SOFTWARE

Amplify Your Legacy

Solen Software Group is a permanent home for niche, mission-critical B2B software businesses. We acquire companies to hold and grow them for the long term, protecting your team, your customers, and the legacy you built.

WHY SOLEN



Permanent home

When we buy your business, we intend to own it for decades, not flip it or fold it into something else.



We close in 60 days

From agreed valuation to close, we stay committed to the timeline.



Team & customers stay intact

We preserve what makes your company work, then reinvest in making it better.



We are operators, not accountants

A team that has built and scaled software businesses brings hands-on support from day one.

WHAT WE LOOK FOR

Annual recurring revenue	\$2M – \$30M
Recurring software revenue	70%+
Customer base	B2B, vertical or horizontal niche
Typical annual growth	10 – 50%
Gross revenue retention	90%+
Location	Agnostic

COMMON SELLER SITUATIONS

- Founders ready to step back, or move on to the next chapter.
- Businesses carrying operational burden the founder no longer wants to manage.
- Non-core software divisions or products being carved out of a larger organization.
- Companies that need a reliable, permanent buyer with certainty to close.
- Founders who have hit a growth ceiling and need the bench and systems to scale without disrupting what works.

Solen by the Numbers

100+

Acquisitions completed by our team

60 days

Agreed valuation to close

50+ yrs

Combined SaaS operating experience

\$2–100M

Check size range

70–100%

Buyout structure

What we invest in.

PRODUCT & ENGINEERING

Cloud modernization, UI upgrades, mobile, and early investment in AI to strengthen operations.

FINANCE & BACK OFFICE

We centralize the non-core work so your team can focus on what matters.

SALES & GTM

Outbound playbooks, pipeline infrastructure, fractional CRO support.

TALENT & LEADERSHIP

Elevate Summit, CEO Forum, peer guilds across sales, marketing, product.

OUR PROCESS

1

Introductory call

A first conversation to understand fit, on your timeline.

2

NDA & questionnaire

Light, structured information exchange to align on basics.

3

Letter of intent

Clear terms, fair price, no surprises down the road.

4

Diligence & close

60 days from agreed valuation. You keep running your business. We handle the rest.

As a software engineer, I sold the company I built and experienced the pain and frustration that business owners go through when selling. With Solen, I addressed the challenges I encountered and created an elite “forever home” for great software businesses and their people. Solen is where happy customers remain satisfied and teams flourish.

We are software engineers and entrepreneurs at heart. We have experience acquiring more than 20 software companies, building and selling enterprise software, implementing large-scale software projects, and managing teams across multiple countries.



Alexander Spencer
Founder & CEO

Ready to talk?

Reach out, confidentially.

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