

Zebra Software

Zebra Software is a French software house with a wide customer base covering both the public and private sectors

An extensive product range of high quality

Taken together, the modules constitute an entire ERP

Within this span, there are three niche packages with distinctive competitive advantages :

- **Zeb +** helps companies and administrations better control inventories and fixed assets – it incorporates bar code reading for traceability (ipad, smartphone) and is available via SAAS.
- **Zeb φ** is used by financial institutions to manage complex loan structures
- **Zeb Sup** is a product for supply chain management

These packages are complemented by other capabilities for the HR and commercial functions.

An expanding customer base

Zebra has some 200 active customers with little concentration and spread across a variety of sectors.

Most have only one of the various modules, thus opening up significant opportunities of cross-selling and increasing revenues per customer. Recent examples of success in this direction include the award to Zebra of a contract to manage the invaluable works of art in the new Louis Vuitton Foundation.

Numbers and the potential transaction

Zebra Software sales are in excess of 3,0m€, of which 40% derive from long term contracts with maintenance included

Since there is little need for further investment (the development and harmonisation of the modules is largely complete), profit margins are expected to grow as sales increase.

Three minority shareholders, present in the group at its creation but no longer active in it, wish to divest their stakes.