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Solutions Dynamics acquires DigitalToPrint

Solution Dynamics Limited (SDL) has reached agreement to acquire the assets and intellectual property of United States-based technology company DigitalToPrint Inc. and its related companies (DTP). The two principals of DTP, US-based Glenn Lombino and UK-based Chris Hall, will join SDL.

DTP specialises in the management of multinational organisations' print and associated distribution of customer communications documents into local markets worldwide. It does this through a global network of nearly 300 print and delivery partners in more than 50 countries. Its bespoke technology platform and document workflow technology enables the company to deliver custom solutions for any type of production requirement.

DTP is built upon a single global platform which manages documents, data, and activity in a multi-lingual secure environment, with tools to create and produce jobs to automate the process from templated composition to final delivery, including financial settlement in multiple currencies. DTP's cloud-based software automates the production process by integrating with the appropriate international production sites according to geographic and production requirements, with defined service levels.

Coupled with SDL's range of Omni channel customer communications software and technology solutions, this enhances the combined offering to both organisations' existing international customer base and prospects. The acquisition provides SDL with an initial sales footprint in the US market.

DTP generated revenue of around US\$1.37 million in 2017 and has generally operated at around break-even profitability, albeit with some profit volatility. SDL is acquiring the assets, including DTP's software platform IP, for an upfront cash payment of US\$100,000 with one year earn out payments of additional cash and shares in SDL of up to a further US\$575,000. DTP is expected to show a modest loss in the first year of operations although if the full earn out targets are achieved then DTP will be profitable.

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