Deal Overview

What was announced today?

Today, InEight announced that it will acquire QA Software, an Australian-based project collaboration and document management software company. This includes QA Software’s flagship product, TeamBinder, the comprehensive document management solution for the engineering, construction and operations industries. The acquisition combines InEight’s industry-leading construction project management solutions with QA Software’s comprehensive document management tools to deliver world-class solutions for the contractor, owner and engineering communities.

The addition of QA Software significantly expands InEight’s end-to-end project life cycle management capabilities by incorporating a best-in-class document management solution into its portfolio, which already features project cost management, field execution, project administration, reporting and project information modeling solutions. It also broadens the company’s presence in the Asia-Pacific region.

The acquisition is expected to close within the next 30 days. The QDMS, QVDMS, QTIME, QTRAK and QMS product lines will not be included as part of the deal, and Russell Mortimer will continue ownership of these products through QDMS Solutions.

How did this deal come about?

InEight partnered with QA Software on projects in 2017, and created an integration to QA Software’s TeamBinder solution. InEight’s leadership team recognized that adding a document management software to InEight’s portfolio would significantly benefit customers. The team was also impressed with the quality of the TeamBinder solution, and how well the QA Software team developed custom elements and delivered its solutions on time and on budget for customers.

InEight decided to acquire QA Software and its TeamBinder solution to increase InEight’s ability to help customers centralize documents for all project stakeholders, ultimately giving them a new way to increase productivity, improve collaboration, minimize risk and reduce costs.
Why did InEight decide to acquire QA Software?

This acquisition aligns perfectly with InEight’s vision to provide software solutions that span the complete project life cycle from design to estimate and from field execution to turnover. Now, InEight has added powerful and proven document management solutions to its portfolio, a highly sought offering by InEight’s customers to help them more effectively and efficiently manage projects.

The addition of QA Software and its TeamBinder solution further strengthens InEight’s already unrivaled suite of solutions for project controls and project information modeling. By acquiring the TeamBinder product, InEight will be able to create a seamless integration between its suite of solutions and its new document management capabilities, opening the door to an innovative user experience and helping to create a single version of the truth for information, including documents, across any project.

The acquisition also provides a significant opportunity for global expansion for InEight in Asia Pacific, while offering a clear path for growth for the TeamBinder solution, especially in the relatively untapped North American market.

Additionally, document management software represents a more than $1 billion global market according to industry analyst firm Frost & Sullivan. The acquisition of QA Software and its TeamBinder solution provides InEight with a proven solution to directly address this growing global market opportunity.

How does this acquisition align with InEight’s business strategy?

InEight’s vision is to provide its customers with software solutions that span the complete project life cycle in the engineering, construction and operations industries. The addition of QA Software is a critical aspect of this vision because it provides a best-in-class document management solution, which InEight customers have already expressed interest in.

Additionally, this acquisition will enable InEight to address specific needs for asset owners on construction projects, giving them deep visibility into their projects and the ability to maintain the asset throughout its lifetime.

How will this acquisition benefit InEight?

The acquisition of QA Software and its TeamBinder solution provides a great opportunity for InEight to continue its rapid growth. First, it expands InEight’s end-to-end project life cycle management capabilities by providing a best-in-class document management solution, which will help InEight address this rapidly growing market opportunity.

The acquisition also increases the company’s presence in the Asia-Pacific market, with a highly respected solution throughout the region. This solution will help InEight further support the contractor, owner and engineering communities by enabling them to increase efficiency, minimize risk and reduce costs.

Additionally, document management is traditionally one of the first solutions that companies select for their projects, as they are developing RFIs, RFPs, transmittals, drawings and subcontractor agreements. This will provide a critical entry point for InEight to help engineering, construction and operations companies solve this immediate need, while opening the door for further engagements related to project cost management, field execution, project administration, reporting and project information modeling solutions as the project progresses.
How will this acquisition benefit QA Software?
InEight has extensive experience in developing construction software and a rapidly growing global presence. InEight will further help QA Software expand its reach outside of Asia Pacific into North America and other key geographies.

Additionally, InEight is committed to investing in research and development, and its team is made up of hundreds of software developers working hand in hand with construction professionals to develop solutions that directly solve the needs of engineers, contractors and owners. InEight will provide the resources to accelerate the innovation of the TeamBinder solution.

Related to this, InEight has taken a highly integrated approach to developing its solutions, which are designed to work with other technologies at every stage of the project life cycle. This approach will create more opportunities for TeamBinder to increasingly become the document control solution of choice on projects around the world.

This acquisition also will benefit QA Software employees by creating opportunities for them to expand their skills and capabilities in new solutions areas, such as project cost management, field execution, project administration, reporting and project information modeling, and innovative technology environments in areas such as cloud computing platforms.

How will QA Software and its products fit within InEight’s portfolio?
InEight is very excited about the addition of QA Software and the TeamBinder solution to its portfolio. The document management solution complements and enhances InEight’s project control and project information modeling solutions extremely well.

InEight is evaluating how the TeamBinder solution will best fit into the InEight portfolio and business structure, and will provide updates on this in the coming months.

Background Information

Who is InEight?
InEight is a leading developer of construction project management software that enables contractors, engineers and owners to overcome their greatest project pain points. InEight’s solutions span every stage of the project life cycle from design to estimate and from field execution to turnover. The solutions give project stakeholders the real-time information and insights needed to minimize risks, improve operational efficiency, control project costs, and make educated decisions easily.

InEight’s solutions are designed to make sure project stakeholders have the information they need when and where they need it. This provides them with insights to avoid project surprises and make informed adjustments, while keeping projects on time, on budget and built to the highest quality.
How many employees does InEight have?
InEight currently has more than 500 employees.

Where are InEight’s headquarters?
InEight is headquartered in Scottsdale, Arizona, U.S.

Who is QA Software?
QA Software is a leading provider of document management solutions for the construction and engineering industries. It provides a suite of products that helps customers deliver their projects faster and within budget. QA Software has a proven track record on thousands of projects worldwide, and the team’s ability to understand customer requirements has made QA Software a software-as-a-solution (SaaS) industry leader.

Where is QA Software headquartered?
QA Software is headquartered in Melbourne, Australia.

How many employees does QA Software have and where are they located?
QA Software has more than 100 employees located primarily in Melbourne, Australia; and Colombo, Sri Lanka.