

Enterprise Software

Santa Monica, Calif.

## **Accruent Graduates To Higher-Education Vertical With FAMIS Buy**

[By Arwen Ungar](#) 2/4/2008

Accruent Inc., a contract management company concentrating on real estate performance management, has acquired FAMIS Software Inc., a developer of integrated workplace management systems, to improve and develop product offerings and to expand into new markets.

The terms of the all-cash deal, which was expected to close Friday, were not disclosed. Mark Friedman, chief executive of Accruent, said the company raised an undisclosed insider round of funding to finance the acquisition.

FAMIS, based in Irvine, Calif., was bootstrapped since it was founded in 1992. The company develops software to help manage facilities. Tools include real estate acquisitions, operations, maintenance, facilities management, project management and performance metrics predominantly for government and higher education sectors.

For Santa Monica, Calif.-based Accruent, a company with complementary software offerings, the acquisition represents an opportunity to expand into government and higher-education verticals, develop and improve products and grow the company's size and client base, Friedman said.

"The company is strong financially, is best of class on the product side and in terms of verticals, it is unquestionably dominant in higher education with 60% to 70% of the market," Friedman said.

When the acquisition closes, all 45 employees at FAMIS will join Accruent's team, which will total more than 200. For the foreseeable future, FAMIS will continue to operate under its own branding. Friedman said Accruent also gains about 120 customers, bringing its total to 400.

Accruent has acquired four companies, Friedman said. In 2004, it acquired Tequila Software Inc., a developer of software for real estate asset management, for an undisclosed sum, according to VentureWire records.

Friedman said he sees many opportunities for consolidation in the arena. He said a "core competency" of Accruent is to acquire companies, although he declined to provide details of possible acquisitions.

The company has raised more than \$35 million, Friedman said. Company backers include Sierra Ventures, Granite Global Ventures, Pequot Venture Partners, InnoCal Venture Capital, Red Rock Ventures, Constellation Real Technologies LLC and Peninsula Equity Partners.