

MCI bought a majority stake in Webcon

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MCI acquired a majority stake in Webcon. It is a leading Polish producer of “low code Business Process Automation” software, a solution that digitalizes internal processes in organizations.

The company is a clear leader on the Polish market, but for several years it has been significantly increasing its share of sales on foreign markets - in particular on German-speaking markets and North America. It is in this area that MCI sees the main area of growth during the investment period.

“Webcon has built a low-code product that has gained recognition among many Polish and foreign customers. At the same time, the company operates on a rapidly growing market, which is supported by the global trend of digitalization of organizations. We see great potential in further scaling the company both in Poland and abroad, especially in German-speaking markets, where it already achieves a significant share of its sales. At the same time, the company is undergoing a transformation in its sales model from perpetual licenses to subscriptions and SaaS. We want to support and strengthen it in these areas” - says Michał Górecki, senior investment partner at MCI.

The basic functionality of Webcon that customers most often start with is electronic document circulation. This is the first step towards digitalization of the organization. The next step is building several business applications, i.e. digitalization of individual business processes, starting from the acceptance of cost invoices, through employee onboarding, to budget planning. Digitalization of processes not only increases the efficiency of the organization, but also contributes to reducing the organization's carbon footprint, which is of increasing importance in today's world.

“MCI has extensive experience in developing B2B companies offering their own software, as well as supporting companies in foreign expansion. Our current portfolio includes such B2B SaaS companies as: IAI - a leader in e-commerce solutions in Poland, and Focus - a leader in the CPaaS segment. We are glad that we will now be able to

support Webcon in scaling the company on European markets” - comments Tomasz Czechowicz, managing partner at MCI.

“Over the course of several years of the company’s development, we have managed to create a low-code platform thanks to which the most demanding clients from Europe and North America effectively digitize even the most complex business processes. By starting cooperation with MCI, we are excited about the prospect of benefiting from the fund’s extensive experience in the international expansion of technology sector companies. We treat the investment as a partnership thanks to which Webcon will significantly increase the scale of its operations, brand recognition and revenues generated on key international markets” - says Radosław Putek, CEO of Webcon.

The seller was advised by mInvestment Banking and the Gessel law firm. MCI was advised by the law firm Rymarz Zdort Maruta, Crido and Arthur D. Little.