



# Acquiring growth

Valeo building its way to the top by buying competitors

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Valeo Networks, one of the largest managed security service providers nationally, has a robust plan and a systematic approach to its acquisitions.

The detailed process is something that the company has done time and time again, said Travis Mack, CEO of Valeo Networks, which serves state, county, plus municipal markets, nonprofit organizations and small-to-medium businesses.

"From our perspective, we see a lot of blue skies ahead," Mack said. "Right now, it's just a matter of us pushing forward and executing accordingly."

When it comes to seeking acquisitions through, there are parameters that Valeo considers "when we are looking for the right company to join our family of companies that we like to refer them as," Mack said.

Everything from revenue size and company culture to business partners, Mack said acquisitions are a detailed and lengthy process.

"It's a time-consuming process, but we think that we have a mold for how to go about doing this," Mack said.

Seated in the top 5% of revenue-generating managed security service providers, Valeo offers solutions in the areas of cybersecurity, cloud, compliance, managed information technology services and network infrastructure, according to the company.

Valeo's revenue growth has increased by more than 820% during the last three years, according to figures provided by the company. Revenue for 2019 was \$1.3 million. Revenue rose to \$4.7 million in 2020 and \$11.6 million in 2021.

Valeo is headquartered in Rockledge, Florida, but has operations in Camarillo in Ventura County. The owner and CEO, Travis Mack, is also the owner and CEO of Saalex Solutions, which is based in Ventura County.

About four years ago, Valeo put its plan in place to grow organically and also inorganically via acquisitions, Mack said.

"It took us a little while to get the model built out and to get the plan moving in the right direction, but we've always been committed to that," Mack said. "And always have seen it as absolutely an avenue that we can build upon. It's starting to gain traction."

About 10% of the revenue growth is from the company growing, but the rest is from acquisitions, Valeo CFO Randall Wheeler said.

Valeo has also seen staffing growth in the last three years. The staff growth is the result of primarily acquisitions, Wheeler said.

In a press statement, Valeo announced in September that it acquired Alura Business Solutions, a managed service provider based

in Pennsylvania. Financial terms were not released.

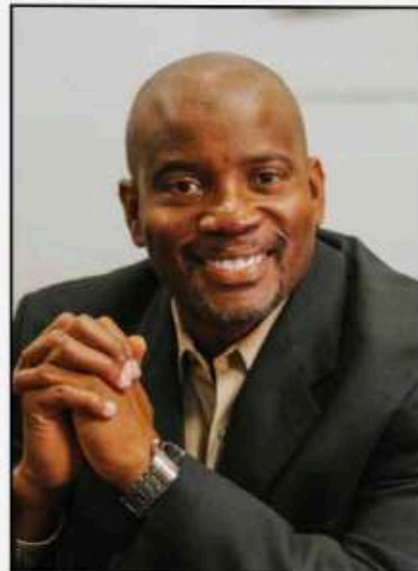
With the Alura acquisition, Valeo is now at 99 employees. Valeo will continue to grow through acquisition over the next four to five years, Wheeler said.

Company officials expect to achieve \$50-\$100 million annual revenues in five years.

"That would make us one of the largest managed service providers in the country, which will give us the size and resources to leverage our purchasing power," Wheeler said.

Looking ahead, Valeo executives are excited about what the future has in store for the company. Wheeler called Valeo 'agnostic' when it comes to solutions.

"Our role is to monitor the technology environment, security risks, and emerging technologies and to assess if and when new technologies are value-added for our customers as compared to existing technologies that are deployed," Wheeler said.



Travis Mack, CEO



Randall Wheeler, CFO



Matthew Hodson, Chief Information Officer

