



Value Investors: 1 Cloud Computing Stock to Buy

Description

Dye & Durham ([TSX:DND](#)) is a leading provider of [cloud-based software](#) and technology solutions designed to improve efficiency and increase productivity for legal and business professionals. The company provides critical information services, which clients use to manage process, information, and regulatory requirements. The company is working to be the world's leading provider of public records registry data.

Dye & Durham's products provide [automated public record due diligence searches](#), associated document preparation, and electronic public record filings related to legal due diligence and real estate conveyancing. The company has operations in Canada and the United Kingdom and serves a large customer base of over 25,000 legal firms, financial service institutions, and government organizations.

Effectively integrating acquired companies

The company has successfully acquired and integrated numerous companies over the last six years. The company's ability to realize synergies and integrate these companies with existing technology platforms and management teams is critical for the future success of Dye & Durham.

Typically, the company's fourth quarter generates higher real estate-related revenue relative to other quarters, as the fourth quarter is typically when real estate activity peaks for the year. Also, demand for the company's products depends in large part upon the level of capital and operating expenditures by many of the company's customers. Decreased capital and operational spending has an material adverse effect on the demand for the company's products and overall financial condition.

Growth by acquisition

The company has maintained consistent growth historically through acquiring and effectively integrating legal technology businesses into Dye & Durham's cloud-based platform in order to scale, deliver better performance, and drive significant synergies. Dye & Durham acquires and effectively integrates legal technology businesses into the company's platform in order to scale, deliver better

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The company has the opportunity to further expand Dye & Durham's share of the total addressable market through accretive acquisitions of legal technology businesses. The market for a comprehensive, all-in-one legal software solution is large and underserved. Dye & Durham can also increase penetration by investing in sales and marketing efforts to expand into new markets and grow the company's customer base.

Expanding product platform

Dye & Durham has a well-defined technology roadmap to introduce new features and functionality to the company's platform that will enhance the company's ability to generate revenue. These new features will expand the use of the platform by existing clients and broaden Dye & Durham's appeal to potential new clients. The ability to deliver product enhancements is a result of a dedicated product and software development team, which is responsible for new products and product enhancements.

Dye & Durham's team continually works to improve the platform and add additional services which become entrenched in the daily workflow of the company's clients. Dye & Durham also has the potential to increase client penetration by cross-selling existing offerings and developing additional products for the company's clients. As clients realize the benefits of the Dye & Durham's platform, this could lead to an increase in the number of users who access the platform. Further, this could lead to higher revenue and a higher share price.

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