

# FOCUS Investment Banking Represents Sage Management in its Acquisition by SIB Fixed Cost Reduction

*This announcement appears as a matter of record only.*



has been acquired by



a portfolio company of



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Sage Management.



Washington, DC, (August 9, 2021) – FOCUS Investment Banking (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [Sage Management, Inc.](#) (“Sage”), a provider of best-in-class software-driven solutions that enable telecom service providers, large enterprises, and government customers to optimize their communications inventory and spend, has been acquired by [SIB Fixed Cost Reduction](#), a portfolio company of [O2 Investment Partners](#).

Sage has been helping customers save money on telecommunications bills since 2004. From its roots performing manual telecom audits for large telecom carriers, Sage gradually automated more and more of its business processes and expanded into the enterprise market. This evolution culminated with the launch of the inFuse™ software platform in 2019. inFuse allows Sage to deliver its solution as a pure SaaS offering. inFuse also serves as the keystone to Sage’s market leading blockchain solution for intercarrier billing. Sage’s customers include several of the largest telecom service providers in the world and the company is continuing its expansion into both the broader enterprise and government verticals. The Sage leadership team will remain with the company post-transaction and continue to focus on growing the business.

“We have spent the last 15 years perfecting our value proposition, and we have now reached an inflection point,” said Patrick Lowell, Sage CEO. “The combination of Sage and SIB, driven by strong leadership and a dedicated team, will create new opportunities to scale our services to more customers and

address a vastly underserved market. FOCUS played a critical role in the process. Their expertise, commitment and professionalism is truly unparalleled. We appreciate their assistance in making the transaction with SIB Fixed Cost Reduction possible.”

“The team at Sage has done a tremendous job building a highly differentiated software platform that has truly disruptive potential in the telecom billing market,” said FOCUS Managing Director and Telecom Technology & Services Team Leader Rich Pierce. “We look forward to following their continued progress in the next chapter of their story.”

“Sage’s blockchain based solution is revolutionary and has applications beyond just the telecom industry. We were pleased to put together such a key strategic combination between the two parties,” said FOCUS Managing Director and Software, IT and Government Team Leader Manan Shah.

Kevin Flounders, CEO of SIB, commented, “Sage introduces a new adjacency that transforms SIB’s telecom cost reduction capabilities. The company has been growing at an impressive rate and combining their brilliance and cutting-edge services with our go-to-market infrastructure will allow the whole platform to scale more rapidly. We look forward to working with the Sage team and growing together.”

Pat Corden, Partner at O2, commented, “O2 is extremely pleased to welcome the Sage team to the SIB platform. The fit is exceptional, and the team has already begun to execute its go-to-market strategy with several exciting opportunities. We are grateful for the Sage team’s confidence in the SIB and O2 teams.”

## About Sage Management

[Sage Management](#) provides telecom cost optimization services to clients in the carrier, enterprise, and government markets. The company offers its services through its proprietary inFuse software which automates the process of creating an optimized inventory of telecommunications assets and serves as the keystone for its intercarrier blockchain solution. Sage is headquartered in Arlington, VA.

## About SIB Fixed Cost Reduction

[SIB Fixed Cost Reduction](#) is a leader in fixed cost reduction services providing invoice analysis, vendor negotiation and cost monitoring for customers across a variety of expense categories including telecom, utilities, and waste management. The company earns contingent fees based on the savings found for clients. SIB is headquartered in Charleston, SC.

## About FOCUS Investment Banking

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit [www.focusbankers.com](http://www.focusbankers.com).

\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.



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