

# FOCUS Investment Banking Represents Accelerate, Inc. in its Sale to The Purple Guys

**FOCUS**  
Investment Banking

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



**Accelerate**  
has been acquired by



a portfolio company of



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

**FOCUS**  
Investment Banking

**Washington, DC, (May 19, 2022)** – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [Accelerate, Inc.](#), an Indianapolis-based IT managed services provider, has been acquired by [The Purple Guys](#), a leading provider of managed IT services to small and mid-sized organizations. FOCUS represented Accelerate in this transaction.

Accelerate provides a full suite of IT managed services to businesses in the Indianapolis market, specializing in customized IT solutions, cloud services, and cybersecurity since 1995. Accelerate has established an exemplary reputation for quality and market-leading service delivery capabilities.

This acquisition expands The Purple Guys’ presence in the central U.S., providing additional resources and support to offer clients in the region access to an even broader portfolio of IT solutions.

“Starting a business is hard. In some respects, selling it can be even harder. I had never been through the process and the team at FOCUS was a fantastic resource as they guided us through the details of getting a deal done,” said Tony Schafer, founder and president of Accelerate.

“Whether it was explaining something, helping negotiate, or helping our team navigate details, the FOCUS team stood ready to help and respond with anything we needed. There’s no question our deal was more efficient and I was more informed because of the FOCUS team.”

“Since founding Accelerate, Tony Schafer has done a tremendous job building a highly qualified, professional team focused on providing best-in-class IT support and services to long tenured, loyal clients,” said Kevin Cook, CEO of The Purple Guys. “We are thrilled that the talented Accelerate team will be joining The Purple Guys as we look to expand our presence in this attractive and growing market.”

“Great transactions like this are only possible with superior companies and exceptional leaders like those at Accelerate and The Purple Guys, and we are proud to have been a part of bringing these two organizations together,” added Michael Birmingham, FOCUS Principal and Managed Service Provider Team member. “This transaction highlights sustained demand in the M&A market for established recurring revenue, an experienced management team, complementary services, and significant opportunities for growth.”

## About Accelerate

[Accelerate](#) provides full managed services to the Indianapolis area, specializing in customized IT solutions, cloud services, and cybersecurity since 1995. The company leverages technology to give organizations a competitive edge through a business-first mindset, a commitment to strategy, industry-leading talent, and unmatched effort. Accelerate employs approximately 20 highly trained professionals serving businesses throughout the broader Indianapolis market.

## About The Purple Guys

[The Purple Guys](#) is a leading provider of comprehensive managed IT services to small- and mid-sized businesses. We focus on our clients’ IT so they don’t have to. As trusted members of our clients’ teams, we work hard on their behalf to help their businesses grow and succeed by ensuring secure, reliable, and cost-effective IT systems. The Purple Guys has offices in Shreveport and New Orleans, Louisiana; Kansas City, Kansas; St. Louis, Missouri; Austin and Dallas, Texas; and now Indianapolis, Indiana, employing more than 200 highly-trained team members serving businesses throughout the central and southern U.S.

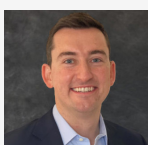
## About FOCUS Investment Banking (“FOCUS”)

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.

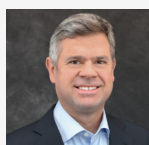
FOCUS’ Managed Service Provider (MSP) Team is one of the most active and successful in North America. FOCUS’s MSP Team executes on a customized strategy tailored to meet each client’s objectives. We bring deep industry expertise and years of transaction experience to every engagement.

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit <https://focusbankers.com/msp/>.

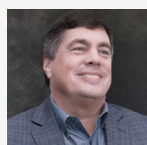
\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.



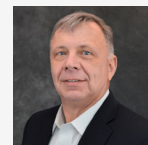
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