

SAGE MANAGEMENT CASE STUDY

Sage Management has been acquired by SIB
Fixed Cost Reduction

PROCESS & OVERVIEW

Sage Management provides software-driven solutions that enable telecom service providers, large enterprises and government customers to optimize their communications inventory. SIB specializes in reducing operational costs for companies in areas such as waste removal, telecom, bank fees, property tax, utilities, maintenance contracts, corporate insurance and dozens of other spend areas. Sage will become the lynchpin of SIB's telecom cost saving business unit. Sage has a highly complex business, and FOCUS spent significant time working with the Sage team to articulate the story in a way that would be attractive to investors. FOCUS approached a broad universe of strategic and financial acquirers. Response was strong, but FOCUS had to navigate issues related to customer concentration and the Company's contingent billing model. Sage selected SIB as its transaction partner for a number of different reasons including cultural fit, alignment of strategic vision and attractive economics.



**100+ Targeted
Outreach**



**Multiple IOI's
& LOI's**



**90 Days
Due Diligence**



**Mix of Cash at Close,
Rollover Equity
& Earn Out**

TRANSACTION RESULTS

Sage's shareholders received significant liquidity as well as stock and a seller-friendly earn out to enable them to benefit from future growth. All shareholders will remain in their current roles with the business. SIB gained a highly differentiated software platform with industry-leading capabilities for identifying telecom-related billing errors. SIB plans to both cross sell the Sage solution into its existing customer base and commit its sales resources to support Sage's future expansion.

NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver great outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our Telecom investment banking services or to discuss your specific situation with no obligation please feel free to call:

Richard Pierce
Managing Director
Direct: 410-961-6306

We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.



AT A GLANCE

Sage Management

- Provides telecom cost optimization services
- Services clients in the carrier, enterprise, and government markets
- Offers its services through its proprietary inFuse software
- Headquartered in Arlington, VA

Sell-Side Transaction Info

EBITDA & Revenue are not disclosed

*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.



"We have spent the last 15 years perfecting our value proposition, and we have now reached an inflection point. 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."

Patrick Lowell
Sage Management, CEO