

FOCUS Investment Banking Represents Software Synergy in its Acquisition by TEOCO

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



has been acquired by



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

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Washington, DC, (May 3, 2022) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that it represented [Software Synergy, Inc.](#) (“SSI”), a provider of automated, intelligent network-wide routing and optimization solutions for the planning and management of communications service provider networks, in its acquisition by [TEOCO](#). The transaction closed in December 2021.

SSI has been helping communications service providers deliver innovative network-facing solutions for more than 30 years, and currently works with some of the largest communications service providers in North America as well as leading next-generation service providers. The acquisition will bring SSI’s highly versatile Universal Routing Solution (URS) under the TEOCO brand, complementing TEOCO’s existing business analytics product suite. The move will also augment TEOCO’s current routing portfolio with SSI’s advanced Toll-Free solution. This solution utilizes intelligent algorithms and analytics to enable communications service providers to manage the Toll-Free routing lifecycle process with greater precision and control for maximum savings and operational efficiency.

“We see real synergies in how joining forces with TEOCO will add significant value to our combined customer base,” said Kevin Oxley, President and Chief Technology Officer of SSI. “We are excited to blend our knowledge, expertise and intellectual property with that of TEOCO’s to deepen the company’s value proposition. We appreciate the efforts of FOCUS in helping make our partnership with TEOCO a reality.”

“Kevin and his team at SSI have done a tremendous job creating a market-leading platform in the route optimization space,” said FOCUS Managing Director and Telecom Technology & Services Team Leader Rich Pierce. “The combination with TEOCO brings together two industry leaders, and we believe the combined entity will be well positioned for future growth. We were delighted to have the opportunity to work with Kevin on this transaction.”

Atul Jain, Founder and CEO of TEOCO, commented, “As we look to strengthen TEOCO’s presence in the North American market, we are proud of our strategic acquisition of SSI to enhance our routing solutions portfolio. I’m pleased to welcome the SSI team members, customers, and partners to TEOCO and we look forward to serving them.”

About Software Synergy Inc.

SSI provides automated and intelligent route optimization solutions for communications service providers. The company’s flagship URS product supports both Toll-Free and outbound 1+ routing optimization on a single technology platform.

About TEOCO

TEOCO is a leading provider of analytics, assurance, and optimization solutions to over 300 communication service providers and original equipment manufacturers worldwide. TEOCO’s solutions enable the digital transformation of communications service providers while enhancing their network quality of service, improving their customer experience, and reducing their operational costs.

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.

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