

FOCUS Investment Banking Represents Golden Tech in its Sale to The Purple Guys

FOCUS
Investment Banking

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 Golden Tech.



Washington, DC, (October 20, 2022) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, announced today that Golden Tech, a Valparaiso, Indiana-based IT managed services provider, has been acquired by Kian Capital-backed [The Purple Guys](#), a leading provider of managed IT services to small- and mid-sized organizations. FOCUS advised Golden Tech in this transaction.

With this acquisition, The Purple Guys is now even better positioned to deliver best-in-class IT support and services to the broader Indiana and Chicago-area regions.

Golden Tech has offered customized managed IT, cloud, security, and consulting services to business owners in the Northwest Indiana and Chicagoland market since 1996. Specializing in SMBs, the company has over 300 customers across all industries, connecting people and businesses through technology. Golden Tech’s long-tenured employee base adds significant technical expertise to The Purple Guys’ team.

“We are thrilled to announce this highly strategic acquisition of Golden Tech, which is complementary to our existing offerings and supports our broader growth strategy,” said Kevin Cook, CEO of The Purple Guys. “Shawn and Steve Massa built an outstanding company with an impressive track record of growth, a loyal client base, and a tenured team with deep experience supporting the SMB community. We are very excited to partner with the Golden Tech team. We look forward to

building on the company’s historical success and driving continued growth in the broader Northwest Indiana and Chicagoland markets.”

“Partnering with The Purple Guys was the right choice for our clients and employees,” said Shawn Massa, CEO and co-owner of Golden Tech. “At Golden Tech, we seek innovation and embrace teamwork, striving to be true value-added partners to our loyal clients. Our employees have been instrumental in our success, and when seeking a partner, we were highly focused on culture and fit. We are confident that partnering with The Purple Guys will create exciting opportunities for the broader Golden Tech team. Together we will have the ability to offer expanded capabilities and more technical resources to provide unparalleled service to our growing client base.”

This latest acquisition is the sixth announced by The Purple Guys since 2020 and is part of the fast-growing and highly innovative managed IT services provider’s larger strategy to become the leading IT service provider in the Central U.S. while continuing its legacy of improving clients’ productivity with partnership-oriented, trouble-free IT support.

“The success of our growth strategy has allowed us to be even more valuable to our customers and better address their complex needs,” added Cook. “M&A in the MSP space remains incredibly active. The Purple Guys’ acquisition strategy will continue to focus on partnering with leading managed IT service providers with complementary employee-focused cultures and a trusted commitment to customers.”

“It was a pleasure to represent Golden Tech in this important transaction,” commented Leah White, Managing Director at FOCUS. “The relentless focus on customer and employee satisfaction by both The Purple Guys and Golden Tech make this an excellent match. We wish continued success to all parties.”

About Golden Tech

Golden Tech provides customized managed IT, cloud, security, and consulting services to business owners in Northwest Indiana and Chicagoland. Specializing in SMBs, the company has 300+ customers across all industries, connecting people and business through technology.

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; Indianapolis, Indiana; and now Valparaiso, Indiana, employing more than 220 highly trained team members serving businesses throughout the Central and Southern U.S.

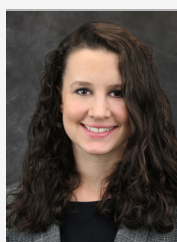
About FOCUS Investment Banking (“FOCUS”)

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. In 2020 alone, FOCUS closed MSP transactions with 22 parties including serving as advisor to five of the 10 MSP private equity platforms that were created in America as announced by Channel E2E. 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 www.focusbankers.com/technology.

*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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