

FOCUS Investment Banking Represents Tempest Telecom Solutions in its Equity Investment from Pfingsten

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



has received an investment from

PFINGSTEN

The undersigned initiated this transaction, assisted
in the negotiations, and acted as financial advisor
to Tempest Telecom Solutions, LLC.

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Washington, DC, (December 16, 2022) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [Tempest Telecom Solutions](#) (“Tempest”), a multi-vendor provider of network telecommunications equipment and related repair services, has received a significant equity investment from [Pfingsten](#), a Chicago-based private equity firm.

Tempest is headquartered in Santa Barbara, California, with additional operations in Dallas, Texas, consisting of a distribution and repair facility and a remote technical services center. The company’s solutions include new and legacy network equipment supply, repair, logistics, remote technical services, 5G integration services, network test and visibility, and critical power solutions. Tempest supports network operators across wireless and telecommunication carriers, multi-service organizations, wireless broadband, enterprise, original equipment manufacturers, DAS-neutral hosts, integrators, government, and energy.

“We’re excited to partner with Pfingsten, which shares our vision for growth,” said Tempest CEO Jessica Firestone. “Pfingsten’s operational expertise, access to capital, and strong track record of helping companies grow will further enable us to meet the

growing needs of network operators and better serve our customers. We appreciate the efforts of FOCUS in helping to make this partnership possible.”

“Jessica has put together an outstanding team and they have done a great job of expanding the business, both in terms of top-line revenue growth and the diversity of services offered,” said FOCUS Managing Director and Telecom Technology & Services Team Leader Rich Pierce. Leah White, FOCUS Managing Director, added, “It was a pleasure to work with the Tempest team on this transaction, and we look forward to following their continued growth.”

“Tempest has a broad equipment and service offering enabling them to support customers’ sophisticated network needs with a high level of personalized service,” said Phillip Bronsteatter, Managing Director at Pfingsten. “We look forward to building upon Tempest’s technical service offering and product distribution capabilities both organically and via add-on acquisitions.”

About Tempest

Tempest is a national network solutions provider dedicated to delivering clever solutions to the complex challenges that slow down network operators. The Tempest portfolio spans multi-vendor equipment supply, repair, logistics, remote technical services, network test and visibility, and critical power solutions. It is designed to be agile for companies operating and expanding networks built with multiple types of technology throughout the entire network lifecycle – from network deployment and optimization to network expansion and maintenance, all the way to network reconfiguration and decommissioning. Since 2005, Tempest has continued to deliver best-in-class customer support by listening to the needs of its customers, responding quickly with clever solutions, and helping them save time and money every day. For more information, please visit www.tempestns.com.

About Pfingsten

Pfingsten is an operationally focused private equity firm formed in 1989. From its headquarters in Chicago and representative offices in India and China, the firm builds better businesses through operational improvements, professional management practices, global capabilities, and profitable business growth. Since completing its first investment in 1991, Pfingsten has raised five investment funds with total commitments of approximately \$1.3 billion and has acquired 161 manufacturing, distribution, and business services companies. For more information, please visit www.pfingsten.com.

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.

*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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