

## TEMPEST TELECOM SOLUTIONS CASE STUDY

Tempest has received an investment from Pfingsten

### PROCESS & OVERVIEW

Tempest distributes new and secondary market equipment to communications network operators and also provides a variety of support services including repair, logistics and technical assistance. The Company's primary customers are the national wireless operators, although Tempest also serves customers in a number of other areas including wireline telecom, cable, government, energy and utilities. Tempest had grown rapidly over the last several years by refining its business model and using the supply chain disruptions caused by the pandemic to expand its customer base.

FOCUS conducted a broad process that included both strategic and financial acquirers. Tempest received interest from multiple parties, with Pfingsten ultimately emerging as the preferred party. Tempest selected Pfingsten because of the cultural fit and the opportunity to retain a stake in the business and benefit from future growth.



**Highly Targeted  
Outreach**



**Multiple IOIs &  
LOIs**



**90 Days  
Due Diligence**



**Sellers received cash  
and rollover equity**

### TRANSACTION RESULTS

The owners of Tempest received an attractive price for the business with the significant majority of consideration paid in cash at close. The remaining consideration was rolled equity, which allowed Tempest shareholders to retain a meaningful stake in the new entity. Tempest's current CEO will continue to lead the business, while the COO will remain for a transition period while Pfingsten assists the Company with finding a replacement.

### 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

#### Tempest Telecom Solutions

- A national network solutions provider dedicated to delivering clever solutions to the complex challenges that slow down network operators.
- Mission to help customers save time and money
- Headquartered in Santa Barbara, CA

#### Sell-Side Transaction Info **EBITDA & Revenue are not disclosed**



"We're excited to partner with Pfingsten, which shares our vision for growth. 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 Firestone**  
Tempest, CEO