

SOFTWARE SYNERGY CASE STUDY

Software Synergy, Inc. has been acquired by
TEOCO

PROCESS & OVERVIEW

Software Synergy provides automated and intelligent route optimization solutions for communications service providers. The Company's flagship Universal Routing Solution ("URS") software platform provides voice routing optimization and cost management solutions for some of the largest and most complex service providers in the U.S. One of the key differentiators for the URS platform is that it supports outbound 1+ routing as well as inbound toll-free routing. The owners of Software Synergy were nearing retirement age and wanted to obtain a path to exit the business while minimizing disruption for their employees. TEOCO is a leading provider of analytics, assurance and optimization solutions to over 300 communication service providers and OEMs worldwide. Software Synergy will combine with TEOCO's existing route optimization business, and Software Synergy's current President will lead the combined operation.

FOCUS conducted a highly targeted process focusing on strategic acquirers in the telecom software industry. After engaging in discussions with a number of parties, the Company selected the proposal from TEOCO because of its competitive economics as well as TEOCO's commitment to retaining Software Synergy's employees.

TRANSACTION RESULTS

The owners of Software Synergy received liquidity on their investment and have a path to exit the business. One owner was able to meet her objective of leaving the business shortly after close. The second owner will remain with the combined entity for the next several years and will be in charge of TEOCO's entire routing business unit.

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: 202-470-1983

David Freeland
Managing Director
Direct: 978-505-1837

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



AT A GLANCE

Software Synergy

- Provides automated and intelligent route optimizations solutions for communications service providers
- Software platform provides voice routing optimization and cost management solutions

Sell-Side Transaction Info

EBITDA & Revenue are not disclosed

*This announcement appears
as a matter of record only*



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



"We see real synergies in how joining forces with TEOCO will add significant value to our combined customer base. 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 Oxley

President and Chief Tech Officer, SSI