

FOCUS Investment Banking Represents MasterStream in its Sale to Connectbase

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 MasterStream ERP.



Washington, DC, (January 5, 2024) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [MasterStream](#), a provider of telecom-centric configure-price-and-quote software solutions, has been acquired by [Connectbase](#), a provider of connectivity commerce transaction solutions. FOCUS advised MasterStream in this transaction.

The acquisition enables Connectbase to expand and accelerate its channel offerings post-acquisition to further empower the ease of connectivity buying and selling for service providers, trusted advisors and the entire digital infrastructure and services ecosystem. It also grows the Connectbase ecosystem, accelerates the adoption of digital transactions by the channel world and solidifies Connectbase's position as the leading global quoting and transaction platform for connectivity.

"MasterStream is excited to partner with Connectbase, and we believe that the product offerings of the two companies are highly complementary" said Steve Roberts, CEO of MasterStream. "We look forward to taking advantage of the new growth opportunities that our partnership with Connectbase brings, and we appreciate the efforts and assistance of FOCUS in helping to make this transaction a reality."

"We are excited to welcome the MasterStream team and customer base into the Connectbase ecosystem, and further unite the supply and demand of connectivity for suppliers, buyers and the channel partners driving growth in the market," said Ben Edmond, Founder and CEO of Connectbase. "Combining MasterStream, Connectbase and LastMileXchange, who we acquired earlier this year, we've significantly increased the demand power and volume behind our already powerful Marketplace, making Connectbase the single biggest source of digital demand for the connectivity industry."

"The team at MasterStream has done a tremendous job of developing a solution that solves the unique configure-price-and-quote challenges faced by telecom operators" commented Rich Pierce, FOCUS Managing Director and Telecom Technology & Services Team Leader. "We believe that the combination of MasterStream with Connectbase is an excellent strategic fit, and we look forward to following their future progress. It was a pleasure to work with MasterStream on this transaction."

**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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