



HESS BROADBAND ASSOCIATES CASE STUDY

Hess Broadband has been acquired by TriStruX

PROCESS & OVERVIEW

Hess Broadband (“Hess”) provides fiber optic splicing and specialty construction services for communications network operators in the Greater Philadelphia geographic area. Hess had developed a strong position in their geographic region, including a particularly deep relationship with a leading national fiber network operator. The owners of Hess had been running the business for nearly 20 years and were not thinking about selling. However, they had received inbound interest from a strategic acquirer, and they decided they wanted to investigate a potential sale.

FOCUS conducted a narrow process that targeted a select group of acquirers that were likely to have a strong strategic interest in Hess. Hess had discussions with several parties, but TriStruX emerged as the clear favorite because of the strong strategic and cultural fit and their understanding and appreciation of Hess’ business.



Highly Targeted Outreach



Single LOI



90 Days Due Diligence



Sellers received cash and rollover equity

TRANSACTION RESULTS

The owners of Hess received financial consideration that met their goals and objectives. They continue to lead the business post-close and rolled over a portion of their proceeds into equity in the combined company. Hess and TriStruX worked closely together to make the transaction as transparent as possible to employees and customers.

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.

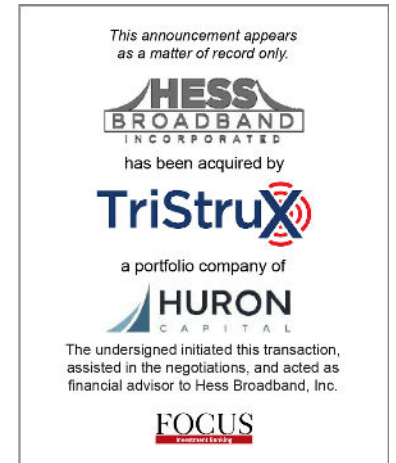
AT A GLANCE

Hess Broadband

- Provides fiber optic splicing and specialty construction services for communications network operators
- Services the Greater Philadelphia geographic area
- Strong relationship with a national fiber network operator

Sell-Side Transaction Info

EBITDA & Revenue are not disclosed



“Hess has built a successful business and we are well-positioned for future growth. In order to take full advantage of these opportunities, Dave and I felt that the time was right to bring in a partner to help the company continue its growth trajectory. Our cultural alignment, common vision for value creation and potential synergies make TriStruX a natural fit, and we are excited to begin the next chapter of the Hess story. We very much appreciate the assistance of the combined FOCUS and DSP team. Their efforts were instrumental in bringing about a successful transaction.”

Fran Hess
Hess, President