

# FOCUS Investment Banking Represents Intelitrex in its Sale to White Label Communications



has been acquired by



a portfolio company of



**Washington, DC, (November 11, 2025)** – **FOCUS Investment Banking** (“FOCUS”), a leading middle market investment bank, is pleased to announce that it served as the exclusive financial advisor to **Intelitrex**, a provider of network monitoring and WAN optimization tools in its acquisition by **White Label Communications** (WLC), a market-leading provider of white-label UCaaS, CPaaS, and CCaaS solutions.

“Becoming part of White Label Communications amplifies our core mission at Intelitrex — to simplify network monitoring so service providers can focus on delivering results instead of managing a complex web of tools,” commented Jason Morrow, Co-Founder and CEO of Intelitrex.

The acquisition strengthens WLC’s reputation for network reliability and insight, empowering its partners with enhanced visibility into the connectivity that supports their voice revenue streams. By integrating Intelitrex’s SaaS-based monitoring and optimization platform, WLC can offer partners the ability to track performance, proactively address issues, and deliver a more seamless communications experience.

“We’re excited to welcome Intelitrex into the WLC family,” added Thomas Joseph, Founder and CEO of WLC. “Together, our partners will benefit from a simplified, more profitable monitoring stack that enhances visibility, uptime, and reliability.”

This is WLC’s second acquisition this year, following their acquisition of **Grupo NGN**, a leading provider of AI-powered contact center communications solutions, in July. The company’s growth strategy is rooted in a buy, build, or partner approach to advance the platform, accelerate innovation, and deliver modern, reliable solutions.

“Intelitrex has built an exceptional platform that simplifies network monitoring and empowers service providers to deliver a superior customer experience,” said Paul Carter, Managing Director at FOCUS Investment Banking. “Joining forces with White Label Communications creates a powerful combination that expands reach, accelerates innovation, and strengthens the value delivered to partners across the communications ecosystem.”



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