

## LOCKE BRIDGE CAPITAL PARTNERS

*Securing Premium Value for the Middle Market*

### TECHNOLOGY, MEDIA AND TELECOM

Accelerating adoption rates and shortening product life cycles require more responsive M&A and capitalization implementation. The pace of change in the TMT sector will only continue to increase. LockeBridge is well positioned to promptly and efficiently assess, advise and execute on the rapidly changing transaction and capital demands of our clients in the hardware, software, communication, industrial, infrastructure, and internet verticals that comprise the TMT markets.

#### ADVISORY EXPERIENCE

LockeBridge and/or its Managing Directors has significant experience advising companies engaged in sophisticated transactions involving technology, media and telecom products and services. Clients range from early stage to mature public corporations. Such experience includes, but is not limited to:

Advertising and Marketing	Digital Mapping / GIS	Insurance Technology
App Development	Digital Media	Internet of Things
Cloud, SaaS & PaaS	Document / Records Mgmt.	IT Services & Solutions
Communications	E-Commerce	Mobile Devices and Technology
Construction Technology	Enterprise Workflow	Payment Processing
Customer Engagement	Financial Technology	Research/Consulting
Data Analytics & Bus. Intel.	Healthcare Information Tech.	Security and Security Software
Database Marketing	Human Capital Management	Storage Technology

#### Sample Transactions

DESCRIPTION	TRANSACTION TYPE	ADVISORY SERVICES	SIZE
PE Platform acquisition of large public company	PE Acquisition	Sourced the seller, Led deal team, Negotiated terms, Led closing activities, Negotiated transition services agreement	\$600M
Large IT services regional consolidation	Strategic Acquisition	Advised senior management on transaction. Led deal & integration team. Negotiated adjustments	\$170M
Large insurance company acquiring back office software provider	Strategic Acquisition	Sourced the seller, Led deal team, Negotiated terms, Led closing activities	\$50M
Sale of digital marketing software developer and integrator	Sale to Private Equity	Led the deal team. Negotiated terms. Led closing activities.	\$22M
Sale of IT Services Provider to public company	Sale to Strategic Buyer	Sourced the acquirer, Led the deal team. Negotiated terms. Led closing activities.	\$12M
Sale of database integrator to public company	Sale to Strategic Buyer	Sourced the acquirer, Led the deal team. Negotiated terms. Led closing activities.	\$7M
Sale of accounting and logistics software company	Sale to Private Equity	Sourced the acquirer, Led the deal team. Negotiated terms. Led closing activities.	\$5M

## TMT MANAGING DIRECTORS

### Scott Waxler – Managing Partner



Scott Waxler has over twenty years of experience in mergers & acquisitions, corporate finance, strategy consulting and business development roles. He is the recipient of numerous national and international awards including the M&A Advisor’s “Deal Maker of the Year” Award, presented to him by CNBC’s Co-Host, Becky Quick, which is recognized as one of the investment banking industry’s most prestigious honors. He has advised hundreds of technology companies, ranging from early stage to multi-\$billion international conglomerates, in the areas of mergers, acquisitions, capital raises, growth strategy and sell-side transaction preparation, and has published numerous technology articles and white papers. Scott has invented several technologies such as a revolutionary imaging process for the semi-conductor industry, which was awarded patent status by the United States Patent and Trademark Office and which has been integrated into systems resulting in significant revenue generation.

### Jack Jacchino – Managing Director



Jack has over 30 years of transactional experience in the technology sector advising on billions of dollars of transactions within ranging from early state to multi-\$billion global enterprises. Jack joined LockeBridge after a successful career of over twelve years as the North American M&A Leader for IBM’s Global Business Services. Jack was recruited by the CEO of IBM to initiate, build, and lead the corporation’s global business services practice. During his career in banking, Jack has completed over 250 acquisitions and 135 divestments. His experience in the Technology Industry includes strategic and transaction advisory, divestitures, joint ventures, mergers and acquisitions.

### Bob Seltzer – Managing Director



Bob has founded various technology companies and worked as a senior executive and consultant in the information technology and healthcare vertical for over two decades. Bob has co-developed and been named on patent applications for several companies operating in a variety of technology verticals. He has served as chairman of the NIST Advanced Technology Partner Consortium for Healthcare, which members included major industry representatives including Oracle, C. Everett Koop Foundation and Beth Israel Deaconess Medical Center. Bob’s has significant expertise in the securities markets with various size banks including Prudential Securities, where he was a member of the Prudential Securities Chairman’s Council.

## Joe Arayas – Managing Director



Joe has over three decades of experience in various technology markets including Information Technology, Software, Security, and related vertical markets. As the Director of Vertical Markets and Global Accounts for Tyco International Joe led global organization tasked with expanding domestic and international sales thru via both organic and external investments. At Globalnet, an international consulting and M&A firm, Joe provided acquisition advisory aimed at expanding services throughout Latin America. Joe’s experience with customers and partners across a broad range of technology based industries provides him with a holistic view of converging technology solutions.

## NATIONAL & INTERNATIONAL ACCOLADES



Financing Professional of the Year



HealthCare/Biotech Transaction of the Year



U.S. Middle Market Deal Maker of the

ANNUAL AWARDS Deal Maker of the Year



ACQUISITION INTERNATIONAL M&A Award Winner



Consumer Services Transaction of the Year

