
From: Vahe Stepanian [REDACTED]
Sent: 2/6/2018 7:39:34 PM
To: Stewart Oldfield [stewart.oldfield@db.com]
Subject: FW: Technology Co-Invest

Should we show to Paul Barrett?

From: Vahe Stepanian
Sent: Tuesday, February 06, 2018 7:36 PM
To: Trip McCoy ([REDACTED]) <[REDACTED]>
Cc: [REDACTED]; Zack Tax <[REDACTED]>
Subject: Technology Co-Invest

Trip – hope all is well in sunny FL. I’m reaching out because we have a direct co-investment opportunity that came to us from an LA based PE sponsor, and we wanted to see if it is of interest. A few high-level bullets:

- Middle market sponsor recently purchased a developer of workplace collaboration software that enables sharing of multiple screens in an enterprise conference room
- Their software product solves a major pain point of wirelessly sharing multiple screens simultaneously - with a focus on software updates after initial hardware sale
- Given the size of the equity check vs. their overall fund size, the sponsor is looking to syndicate \$10-15mm of their \$37mm equity check
- Business has ~4,000 customers, 100+ Fortune 500 clients and significant share of top US universities, highly efficient gross margins, and 2017 GAAP EBITDA of ~\$4.4mm

This is a co-invest opportunity, and you would be investing pari passu alongside the sponsor. Let me know if this is of interest and we can discuss further. Alternatively, I’m happy to connect you directly to the sponsor to receive materials (i.e. teaser and NDA) as a starting point.

Thank you,
Vahe

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