

Subject: Re: Technology Co-Invest  
From: Stewart Oldfield <[REDACTED]>  
Date: Wed, 07 Feb 2018 00:42:15 -0500  
To: Vahe Stepanian <[REDACTED]>

No reason not to. Thanks.

Stewart Oldfield, CFA, CAIA  
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On Feb 6, 2018, at 7:39 PM, Vahe Stepanian <[REDACTED]> wrote:

> Should we show to Paul Barrett?

From: Vahe Stepanian  
Sent: Tuesday, February 06, 2018 7:36 PM  
To: Trip McCoy [REDACTED]  
Cc: Terri Sohrab [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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Vahe Stepanian

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