

IPLogic, Inc. (Fund III)



Transaction Summary:

Initial investment date: 5/6/2005

Status: Active

Company Description:	IPLogic is a provider of information technology (IT) services and a value added reseller (VAR) of IT hardware, and is headquartered in Albany, NY. The company provides technology consulting and integration services for medium to large companies, and delivers secure, converged voice and data business solutions.
Investment Strategy:	Exploit the current change from traditional business telecommunication systems to converged network applications by leveraging the company's network expertise and Cisco Gold Partner status. Seek a target for acquisition to expand customer base and geographical presence.
Transaction Description:	IPLogic was acquired in a balance sheet recapitalization event in which a previous investor sold its interest in the company.
Other investors:	Management.
Value Enhancement:	Participated in the strategic planning process that identified an appropriate acquisition strategy and product / service offering. Upgraded the management team with the recruitment of a new CFO and COO. Sourced and executed the acquisition of a Buffalo-based telecom company that resulted in increased revenue and earnings, a larger geographical presence, and access to an additional 3,000 small and medium-sized customers.
Achievements	Dramatically increased both revenue and EBITDA; Established the company as a relevant regional player; refined the company's corporate governance practices.