

# SagePoint Communications Equipment M&A Review for Q1 2010

An Analysis of Communications Equipment  
M&A Activity and Valuation Metrics



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## SagePoint's Viewpoint - Key Takeaways

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- Equipment M&A transaction volume fell 30% in Q1 after reaching a three year peak in Q4
  - The drop in activity was evident across every segment except Satellite/GPS, which saw one more deal than Q4
  - Wireless Infrastructure saw the largest drop from 14 deals in Q4 down to 5 in Q1
  - SagePoint expects M&A activity to pick up momentum in 2010 as buyers digest the acquisitions made in Q4'09
- Communications Equipment M&A dollar volume crashed after a very active Q4 that saw five billion dollar public transactions
  - Mitsui and CEIEC's acquisition of TPV was the only \$1B+ deal in the quarter
  - Private M&A was also surprisingly thin
  - Dollar volume is not the best measure as it fluctuates wildly from quarter to quarter
  - Perhaps some buyers were focused on integrating Q4 acquisitions following the Q4 M&A rally
- Only one \$1B public deal and one \$100M+ private deal was announced in Q4, representing one of the lightest quarters for large deal volume in the last three years
  - Median deal size increased slightly but could be somewhat inflated as 60% of deals had undisclosed values in Q1, more than any quarter in the past three years
- Median revenue multiples for private companies increased due to M&A exits early in the revenue ramp while public company multiples dropped dramatically as exits were primarily distressed sales

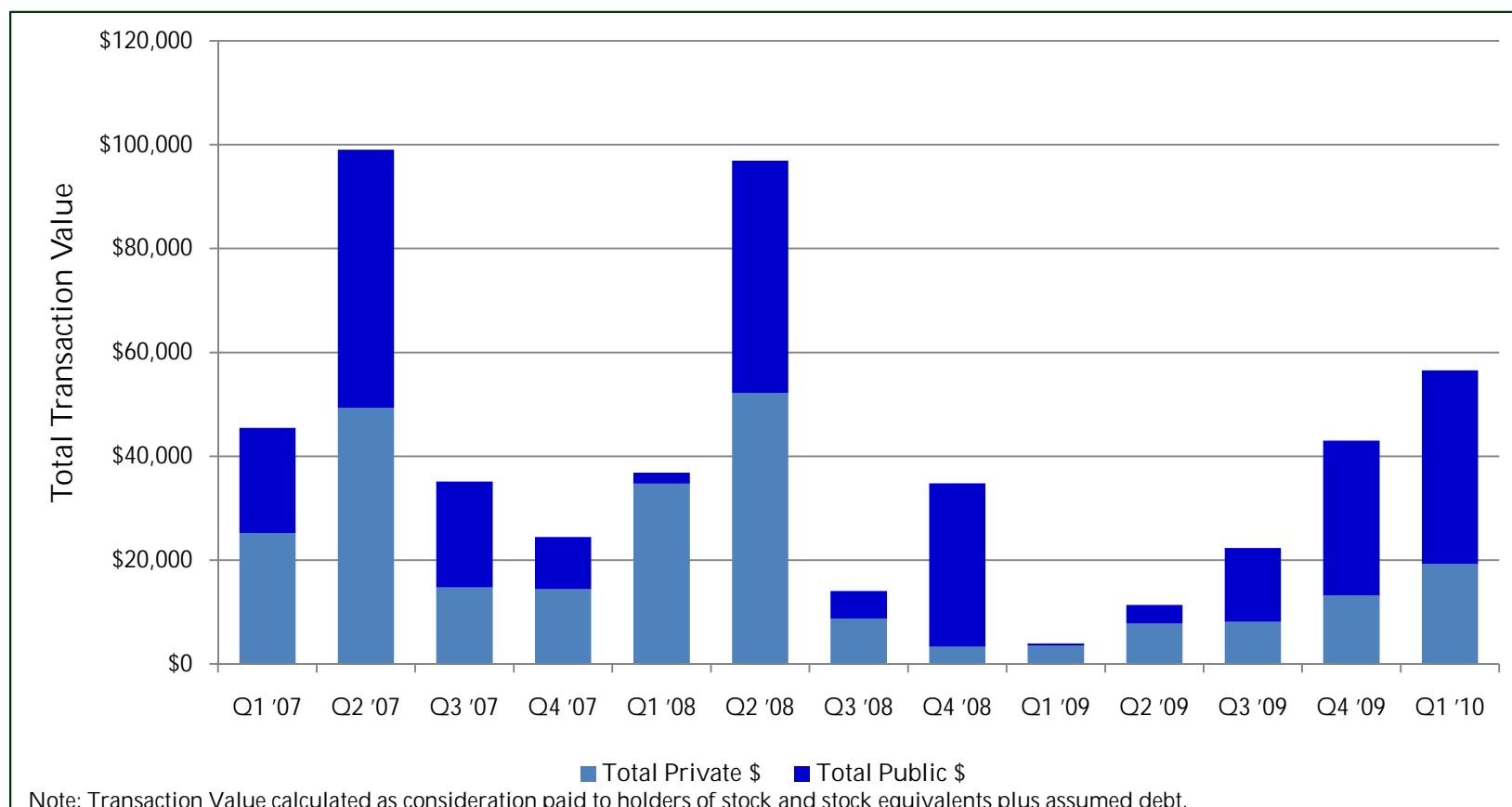
## SagePoint's Viewpoint - Key Takeaways Continued

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- The most active buyers included major OEMs Cisco, Ericsson and HP as well as more specialized vendors such as component provider Lite-On, defense specialist Cobham and security leader McAfee
- Notable Q4 transactions include:
  - Mitsui and CEIEC's \$1.1B acquisition of TPV Technology
  - Wal-mart's \$100M acquisition of Vudu
  - Federal Signal's \$73.4M acquisition of SIRIT
- SagePoint expects M&A activity to pick up momentum in 2010 as buyers digest the acquisitions made in Q4'09
  - SagePoint expects to see more \$100M+ private deals as distressed sales become less prevalent
  - SagePoint expects to see more mid cap public deals and early Q2 indicators such as the HP/Palm deal supports this thesis
  - SagePoint expects public M&A multiples to settle into their historical range of 1-2x revenues
  - SagePoint expects private revenue multiples to improve in 2010 as distressed sales become a smaller part of the mix

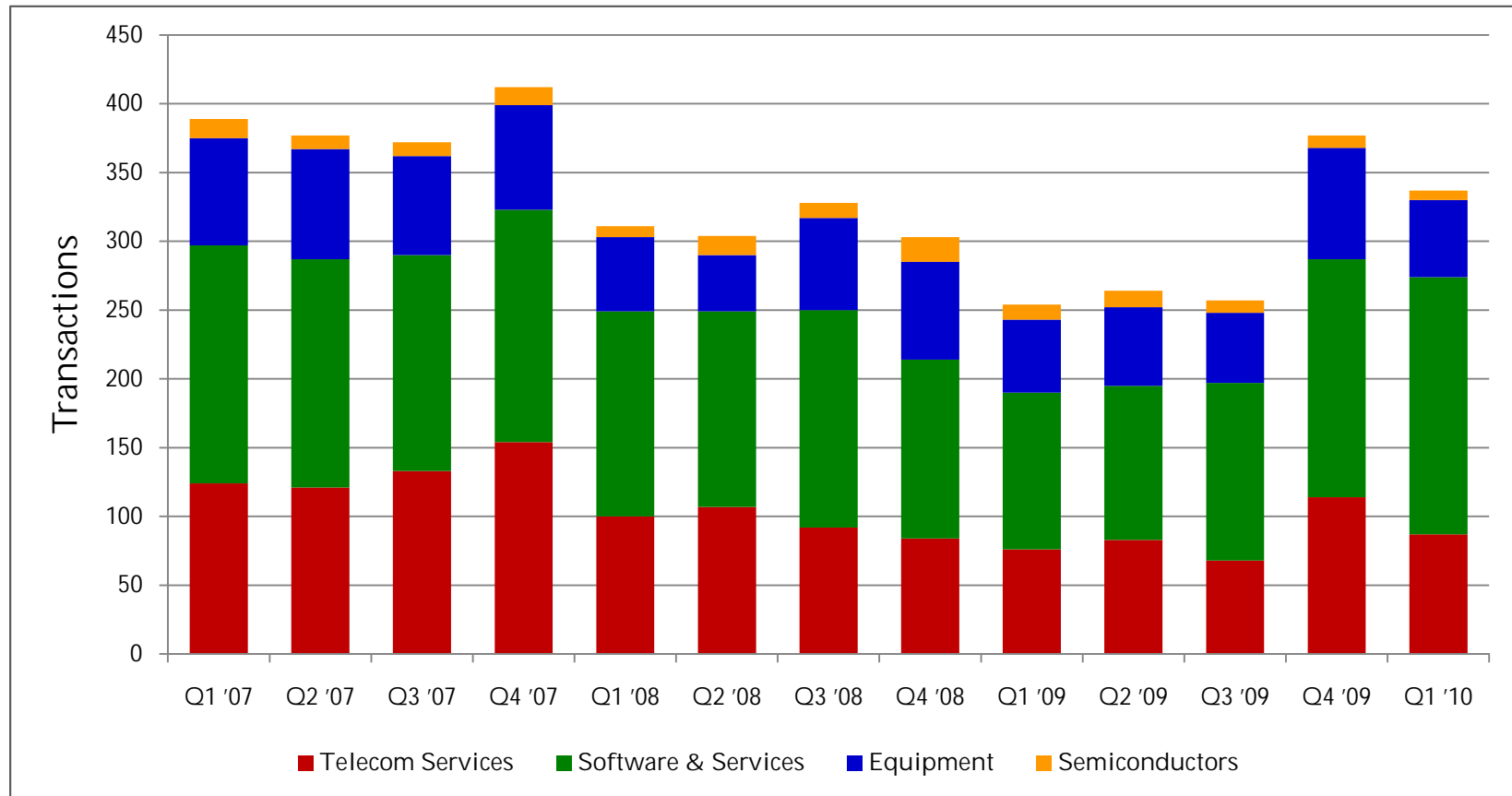
## M&A Dollar Volume – Entire Communications Value Chain

- M&A dollar volume across the entire value chain was up over 30% in Q1'10 vs Q4'09 to its highest level since Q2'08
  - However, American Movil/Carso Global deal (\$35B) accounted for 50+% of the Q1 dollar volume
  - M&A dollar volume was up considerably for Telecom Services, down dramatically for Equipment, down considerably for Software & Services and relatively flat for Semiconductors
  - Prior Q2'08 peak driven by Verizon/Alltel (\$30B) and China Unicom/China Netcom (\$33B) transactions while Q2'07 peak was driven by Alltel (\$28B) and Intelsat (\$16B) take privates



## M&A Transaction Volume – Entire Communications Value Chain

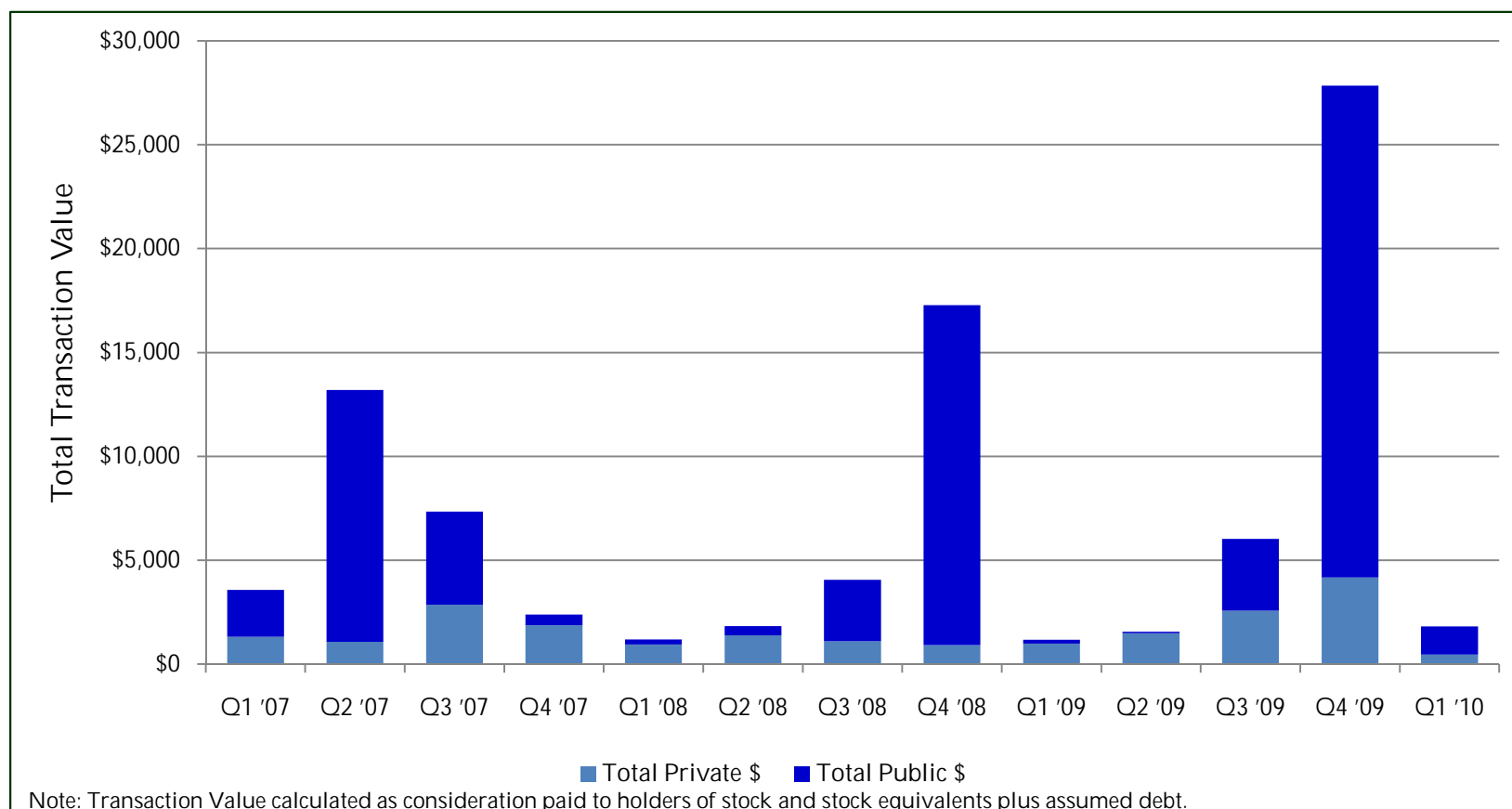
- Communications M&A transaction volume was up more than 30% in Q1'10 versus Q1'09 but came in approximately 10% below Q4'09 levels
  - Though not as strong as Q4'09, Q1'10 was still higher than any of the 7 quarters leading up to Q4'09
  - Only Software & Services saw an increase in transaction volume in Q1'10 versus Q4'09
- SagePoint expects M&A transaction volume to remain robust through 2010 and 2011
  - Early Q2'10 activity levels suggest that another strong quarter is underway



Communications Equipment M&A – Q1 2010

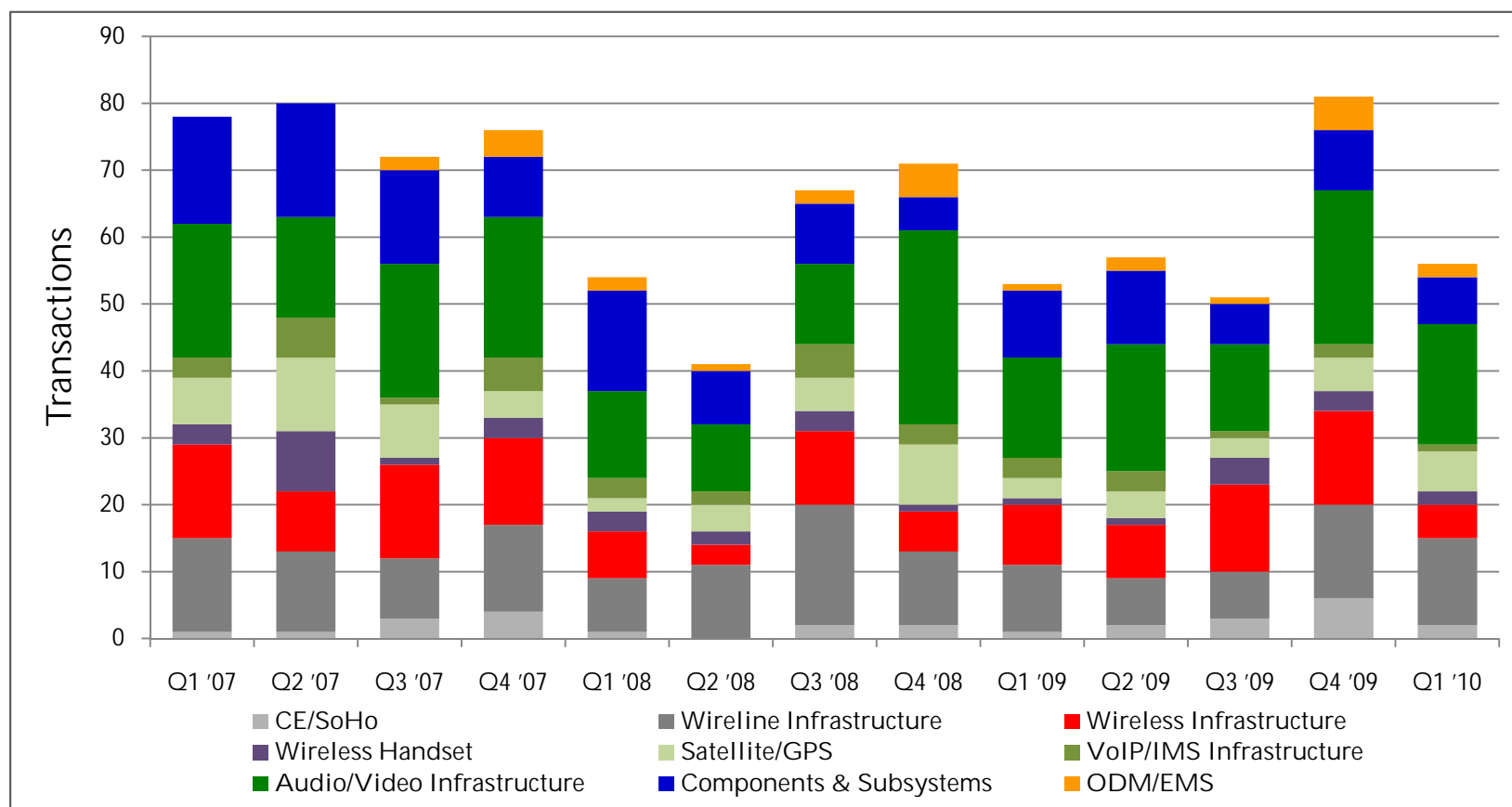
## M&A Dollar Volume – Communications Equipment

- Communications Equipment M&A dollar volume crashed after a very active Q4 that saw five billion dollar public transactions
  - Mitsui and CEIEC’s acquisition of TPV was the only \$1B+ deal in the quarter
  - Private M&A was also surprisingly thin
  - Dollar volume is not the best measure as it fluctuates wildly from quarter to quarter
- Perhaps buyers were focused on integrating Q4 acquisitions following the Q4 M&A rally



## M&A Transaction Volume – Comm. Equipment by Sector

- Equipment M&A transaction volume fell 30% in Q1 after reaching a three year peak in Q4
- The drop in activity was evident across every segment except Satellite/GPS, which saw one more deal than Q4
  - Wireless Infrastructure saw the largest drop from 14 deals in Q4 down to 5 in Q1
- SagePoint expects M&A activity to pick up momentum in 2010 as buyers digest the acquisitions made in Q4'09

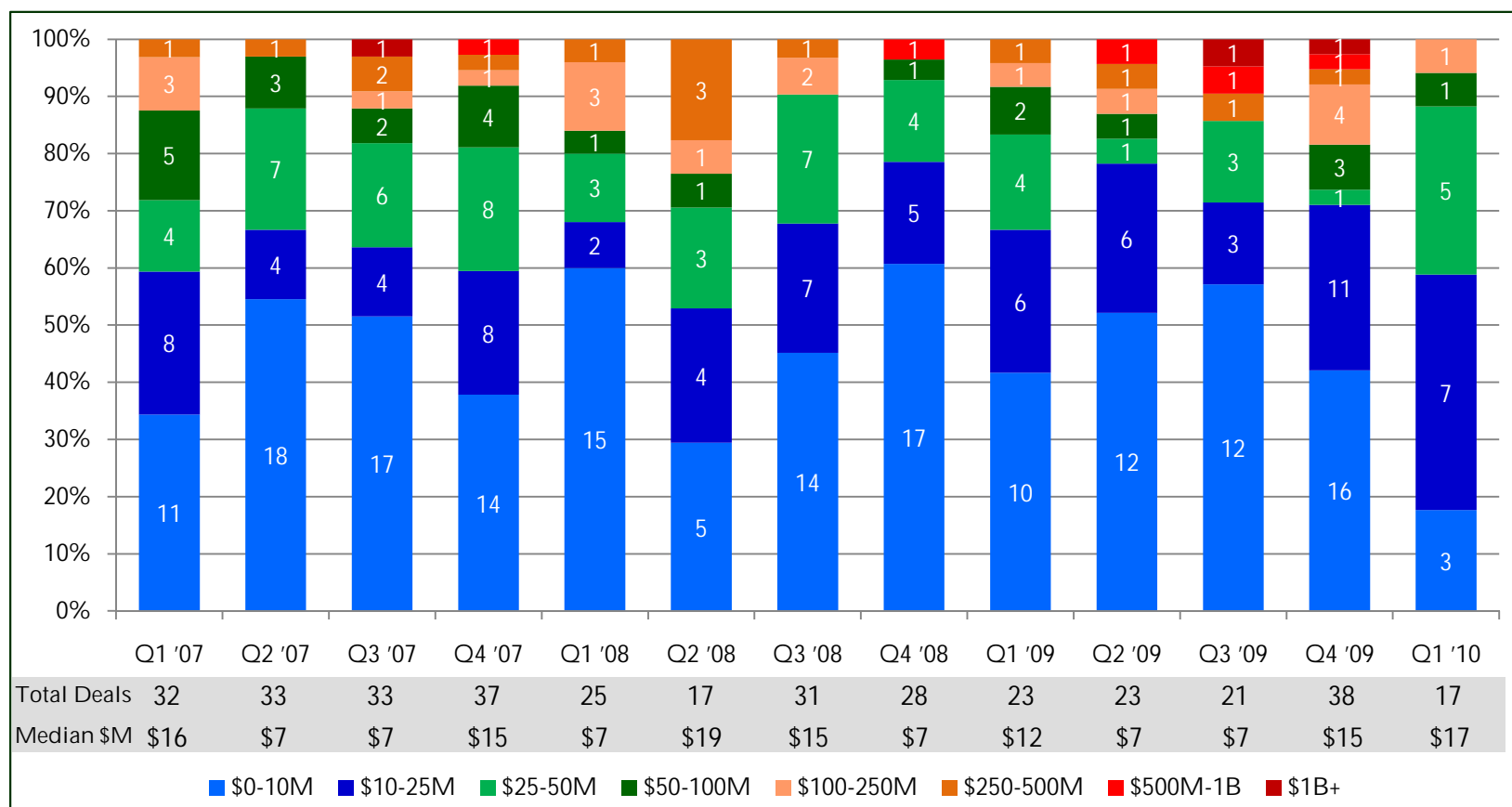


Communications Equipment M&A – Q1 2010



## M&A Transaction Volume by Deal Size – Private Targets

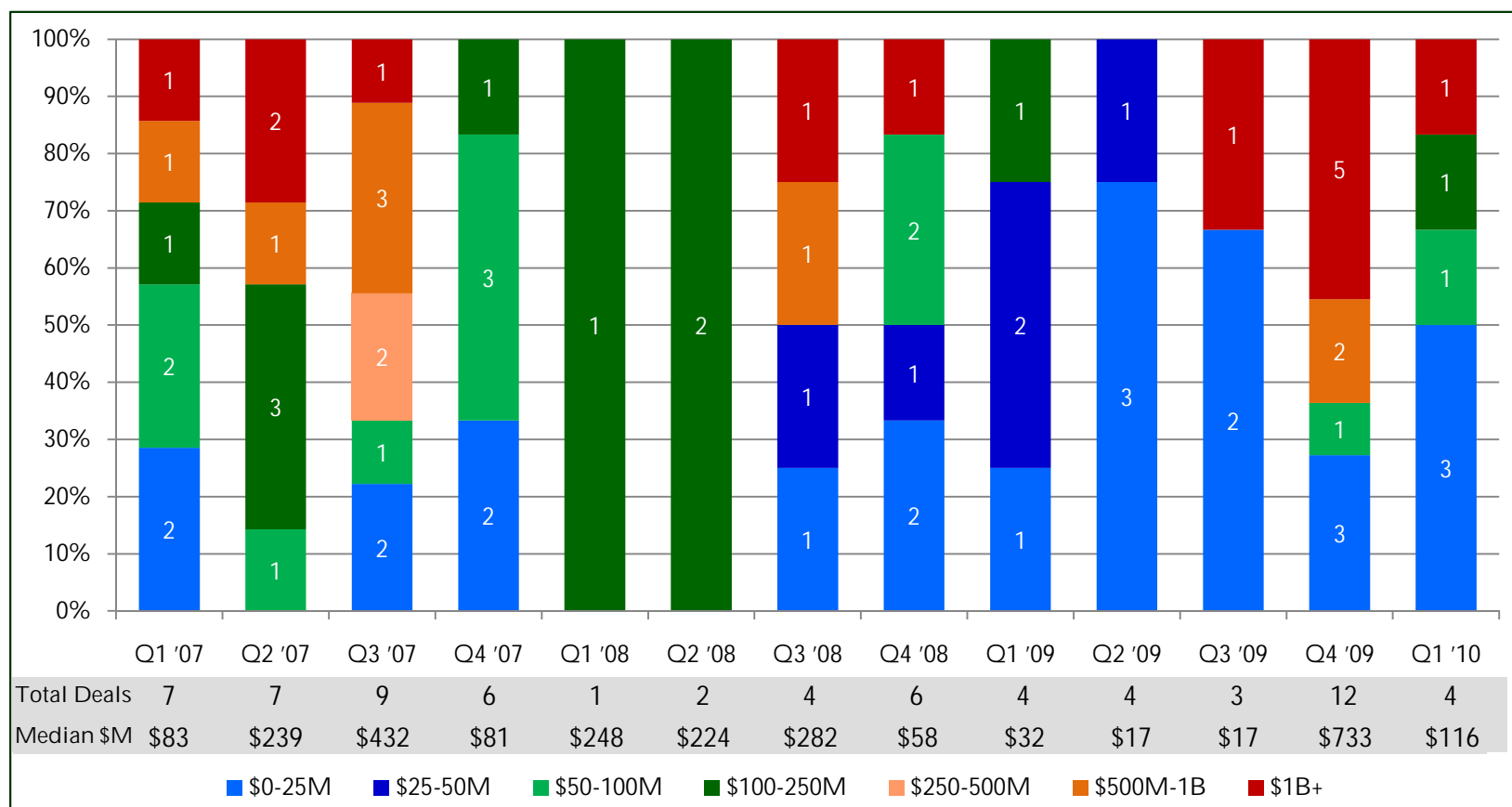
- Only one \$100M+ private deals was announced in Q4, the lightest dollar volume of \$100M+ deals of any quarter in the last three years
  - Notable deals included Walmart/Vudu (\$100M) and Federal Signal/SIRIT (\$73.4M)
- Median deal size increased slightly but could be somewhat inflated as 60% of deals had undisclosed values in Q1, more than any quarter in the past three years



Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.

## M&A Transaction Volume by Deal Size – Public Targets

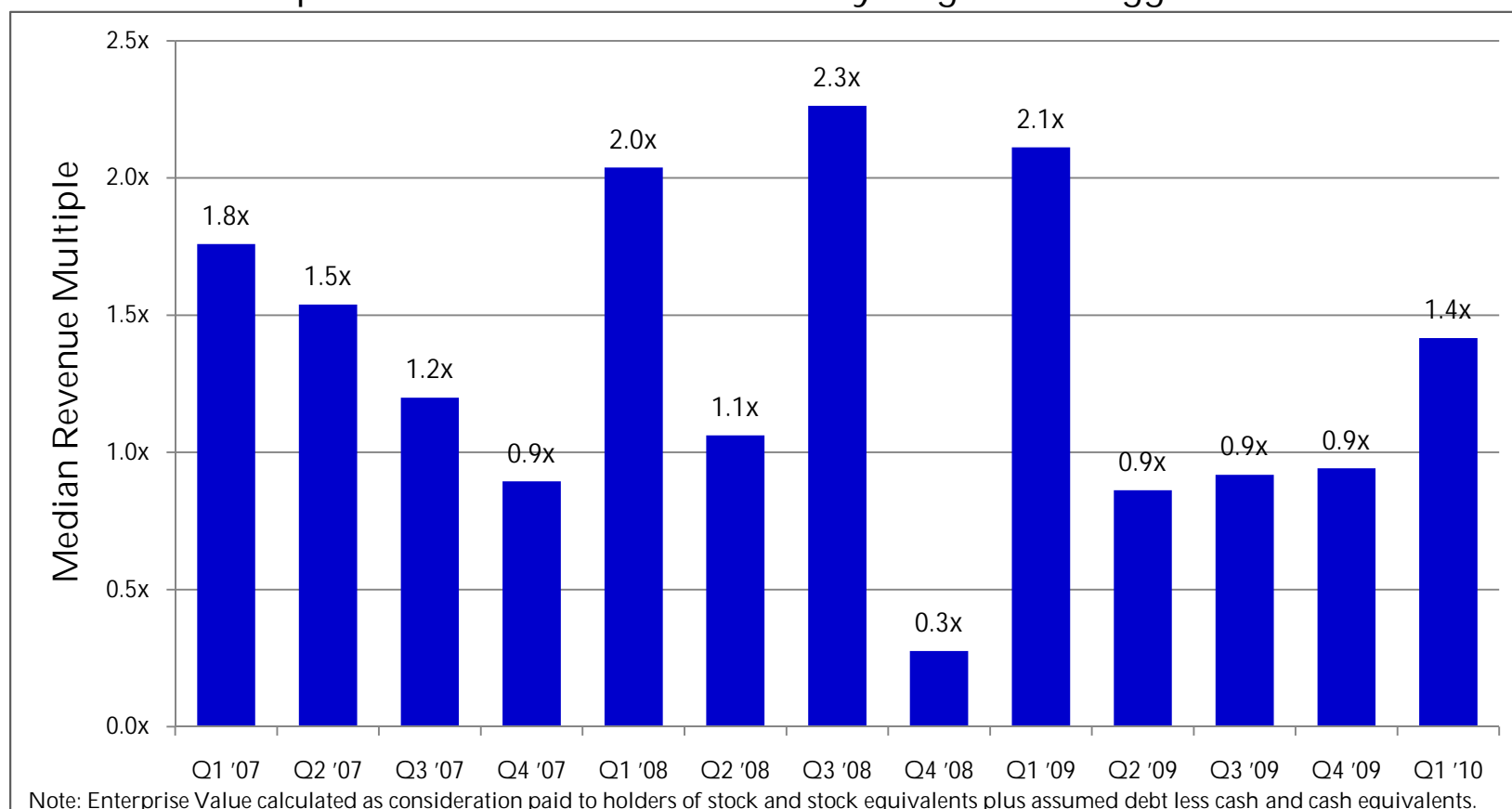
- One \$1B+ public deal was announced in Q1, a steep drop from five the prior quarter
  - Mitsui and CEIEC acquiring TPV Technology for \$1.1B was the only large deal
- SagePoint expects to see large and mid-cap deal activity return for the remainder of 2010 with Q1 as a short term anomaly
  - Early Q2 indicators such as the HP/Palm deal suggest that larger deals could be on the upswing



Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.

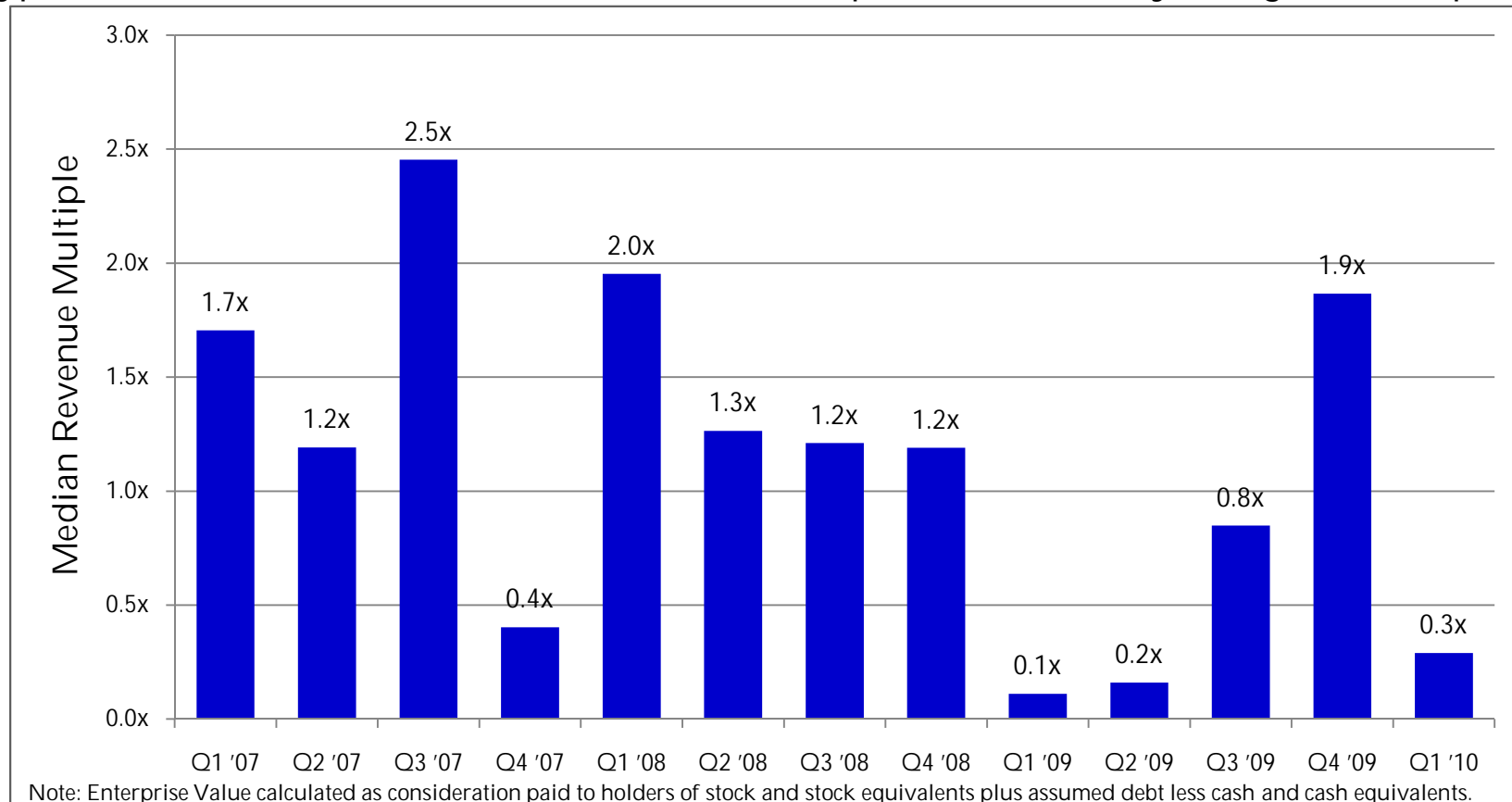
## Median M&A Revenue Multiples – Private Targets

- Median revenue multiples for private targets increased 50% to 1.4x, approaching historic norms
  - Higher valuation expectations may be part of the reason for thinner deal volume
  - Multiples tended to be split between distressed sales at less than 1x and early sales of companies at low revenue bases resulting in stronger multiples
- SagePoint expects private revenue multiples in the 1.5-2.0x range in 2010 as distressed sales become a smaller part of the mix and healthier buyers get more aggressive














## Median M&A Revenue Multiples – Public Targets

- Median revenue multiples for public targets crashed along with dollar volume as Q1 deals tended toward distressed sales at low valuations
  - The change in deal mix towards smaller, distressed sales is clearly evident in the multiples
  - The only meaningful strong multiple deal was Federal Signal/SIRIT (3.5x) while Focus System's acquisition of Infrared Systems at 20x was off just \$100k in revenue
- SagePoint expects public M&A multiples to return to the historical range in 2010 as more typical deal volumes return and valuations correspond more closely to higher stock prices







Communications Equipment M&A – Q1 2010



## Most Active Communications Equipment Buyers – Last 2 Years

Company	# of Deals		Communications Equipment Transactions	
	Comm	Equip		
	10	5	12/31/09 - Rohati Systems, Inc. - NA 10/12/09 - Starent Networks, Corp. - \$2,828M 3/18/09 - Pure Digital Technologies - \$437M	10/23/09 - Digital Video Networks (STB) - \$44.5M 9/30/09 - Tandberg - \$3,422M
	6	2	7/24/09 – Nortel (CDMA & LTE) - \$1,130M	6/17/09 - AS Elcoteq Tallinn - \$41.6M
	4	4	6/15/09 - Perlos Telecom & Elec. Comp. - \$10.1M 2/27/09 - Perlos (Guangzhou) Plastics - \$47.7M	6/15/09 - Perlos Precision Plastics - \$0.7M 2/27/09 - Perlos (Beijing) Elec & Teleco - \$28.2M
	4	3	1/18/10 - PROCON, Inc., SafeLife Systems - \$0.6M 5/12/08 - M/A-COM - \$425M	8/19/08 - Global Microwave Systems - \$26.0M
	4	3	9/21/08 - Secure Computing - \$522M 8/31/08 - Lockdown Networks - \$2.0M	7/31/08 - Reconnex - \$49.8M
	4	2	8/4/08 - Novera Optics, Inc. - \$26.0M	2/15/10 - Edgewater Networks, Inc. - NA
	3	3	12/21/09 - Telecast Fiber Systems, Inc. - NA 6/6/08 - Trapeze Networks, Inc. - \$136M	12/15/08 - Newbury Networks, Inc. – NA
	3	3	1/31/10 - Alloptic, Inc. - NA 7/7/09 - Motorola Fiber-to-the-Node Product - NA	7/23/08 - Verso Technologies, Access Products - NA
	3	3	11/3/08 - Pannaway Networks - \$7.6M 7/10/08 - DuPont Photonics Technologies - \$4.7M	4/14/08 - Wave7 Optics - \$14.0M
	3	3	11/11/09 - 3Com Corporation - \$3,401M 8/11/08 - Colubris Networks, Inc. - NA	9/30/08 - LeftHand Networks Inc. - \$347M
	3	3	3/31/10 - Sony Slovakia, Spol. S R.O. - NA 11/14/09 - Chi Mei Optoelectronics - \$13,413M	10/5/09 - TPO Displays - \$1,175M

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.  
Communications Equipment M&A – Q1 2010

Acquiror	Target	Deal Rationale/Commentary
 MITSUI & CO., LTD.	 TPV TECHNOLOGY LIMITED	<p>TPV Technology manufacturers computer monitors, LCD televisions and flat TVs.</p> <p>CEIEC and Mitsui offered to purchase the remaining 63.3% they did not already own following a string of minority stake acquisitions. CEIEC's Jan. 29 purchase of Philips' stake in TPV pushed CEIEC's ownership above 30% and triggered a mandatory takeover offer per requirements for Hong Kong listed companies.</p> <p>TPV is the world's largest contract maker of computer monitors and CEIEC is believed to be looking to increase its investment in LCD, making the acquisition a good fit. That combined with a strong Q4 for the display industry as a whole seemed to make this a good time to increase presence and capitalize on further expected growth.</p>
<h3>Deal Summary</h3>		
<p>Date: 3/9/10</p> <p>Transaction Value: \$1,113M</p> <p>% Sought: 63.3%</p> <p>Consideration: Cash</p> <p><small>Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.</small></p>		
<h3>Valuation Metrics</h3>		
<p>LTM Revenue Multiple: 0.2x</p> <p>LTM P/E Multiple: 10.0x</p> <p>Premium to:</p> <ul style="list-style-type: none"> <li>1 day prior: 0.0%</li> <li>1 week prior: 0.4%</li> <li>1 month prior: 0.4%</li> </ul>		

Acquiror	Target	Deal Rationale/Commentary
		<p>Vudu provides digital technologies and services that deliver Internet entertainment to consumers' HDTVs and home theaters. Vudu initially sold set-top boxes for web-delivered video but shortly prior to the transaction dropped the STB business to focus on providing an embeddable platform to CE makers.</p> <p>Walmart has long struggled to expand its physical DVD distribution, eventually shutting down its DVD-by-mail business after two years in 2005 and in 2007 dropping its download service with the help of HP in less than a year. With connected TVs set to go mainstream Walmart is diving in again.</p> <p>Vudu has licensing agreements with almost every major studio and many independents, though that isn't much of a value add for Walmart. More important are the contracts with seven of the top nine device manufacturers and what is claimed to be some powerful compression technology.</p> <p>Vudu apparently attracted multiple offers, one of which was rumored to be Cisco.</p>
<h3>Deal Summary</h3>		
<p>Date: 2/22/10          Transaction Value: \$100.0M          % Sought: 100%          Consideration: Cash  <small>Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.</small></p>		
<h3>Valuation Metrics</h3>		
<p>LTM Revenue Multiple: NA          LTM P/E Multiple: NA          Multiple on \$ Invested: 1.7x</p>		
<h3>Investors</h3>		
<p>Benchmark Capital, Greylock Partners</p>		

Acquiror	Target	Deal Rationale/Commentary
		<p>Sirit manufactures RFID products and solutions for tolling, vehicle recognition and parking. Sirit sales grew 15% in 2009 and recently won two large South American contracts. The acquisition fits with the prior month's acquisition of Diamond Consulting (detection and classification technology) and makes Federal Signal a leader in intelligent transportation systems.</p> <p>In Brazil all vehicles are registered electronically and Federal Signal seems to believe that this trend will spread. The Company is well positioned to capitalize when electronic vehicle registration becomes more prevalent.</p> <p>Federal Signal initially offered CAD 0.30 per share but on February 24th increased the offer nearly 50% to CAD 0.43 per share following an unsolicited bid by an undisclosed party.</p>
<h3>Deal Summary</h3>		
<p>Date: 1/13/10</p> <p>Transaction Value: \$73.4M</p> <p>% Sought: 100%</p> <p>Consideration: Cash</p> <p><small>Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.</small></p>		
<h3>Valuation Metrics</h3>		
<p>LTM Revenue Multiple: 3.5x</p> <p>LTM P/E Multiple: NM</p> <p>Premium to:</p> <ul style="list-style-type: none"> <li>1 day prior: 70.4%</li> <li>1 week prior: 64.3%</li> <li>1 month prior: 135.9%</li> </ul>		



# Appendix – Q1 Communications Equipment M&A Transactions

Ann Date	Acquiror	Target	Transaction Value	Value / Revenue
<b>Consumer/SOHO Electronics</b>				
2/12/10	Qconferencing	Ex'ovision BV	NA	NA
2/15/10	Verdoso Investment S.A.	Thomson Telecom S.A.	NA	NA
<b>Wireline Infrastructure</b>				
1/4/10	Dot Hill Systems Corp. (NasdaqGM:HILL)	Cloverleaf Communications Inc.	12.0M	12.0x
1/5/10	Compal Broadband Netw orks	Motorola Inc., European Cable Modem Business	9.4M	NA
1/13/10	OneAccess Netw orks, S.A.	BA Systems India Private Ltd.	NA	NA
1/14/10	Caisse de Depot et Placement du Quebec; Fondation; Fonds de solidarité FTQ; Accès Capital Québec	TeraXion, Inc.	NA	NA
1/14/10	SAIC, Inc. (NYSE:SAI)	CloudShield Technologies, Inc.	NA	NA
1/17/10	-	Verari Technologies, Inc.	NA	NA
1/31/10	Communications Test Design, Inc.	Alloptic, Inc.	NA	NA
2/6/10	Copeley Capital Management	Champion Optical Netw ork Engineering, LLC	NA	NA
2/9/10	Exar Corp. (NasdaqGS:EXAR)	Neterion, Inc.	11.0M	NA
2/11/10	KEYMILE GmbH	Aastra Netw orks GmbH	NA	NA
3/2/10	Pace plc (LSE:PIC)	Bew an systems SA	17.0M	0.6x
3/4/10	TeamCast	Ditocom Sarl	NA	NA
3/16/10	Skyview Capital LLC	Traxcom Technologies, LLC	NA	NA
<b>Wireless Infrastructure</b>				
1/11/10	American Leak Detection, Inc.	Qconnectis plc	NA	NA
1/13/10	Federal Signal Corp. (NYSE:FSS)	SIRIT Inc.	73.4M	3.5x
2/5/10	National Instruments Corporation (NasdaqGS:NATI)	Ettus Research LLC	NA	NA
3/24/10	EnerNOC, Inc. (NasdaqGM:ENOC)	SmallFoot, LLC	NA	NA
3/31/10	Aperto Netw orks, Inc.	Tranzeo Wireless Technologies Inc. (TSX:TZT)	NA	NA

Ann Date	Acquiror	Target	Transaction Value	Value / Revenue
<b>Handset OEM</b>				
1/19/10	NIVS IntelliMedia Technology Group, Inc. (AMEX:NV)	Huizhou Dongri Digital Co., Ltd.	23.0M	1.7x
1/30/10	Spice Televentures Pvt., Ltd.	Spice Mobiles Ltd. (BSE:517214)	NA	NA
<b>Satellite/GPS</b>				
1/6/10	Francisco Partners Management LLC	Discrete Wireless, Inc.	NA	NA
1/7/10	ID Systems Inc. (NasdaqGM:IDSY)	GE Asset Intelligence, LLC	17.0M	1.4x
1/18/10	Cobham plc (LSE:COB)	PROCON, Inc., SafeLife Systems	0.6M	NA
1/18/10	Trafficmaster plc (LSE:TFC)	Fleet Management Solutions, Inc.	13.3M	2.3x
3/3/10	OmniGlobe Netw orks EMEA Ltd.	Sat-Comm Limited	NA	NA
3/5/10	Integral Systems Inc. (NasdaqGS:ISYS)	CVG, Incorporated	33.7M	1.0x
<b>VoIP/IMS Infrastructure</b>				
2/15/10	Nortel Netw orks Corp. (OTCPK:NRTL.Q)	Edgewater Netw orks, Inc.	NA	NA

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt. Revenue per public filings and press releases if available, otherwise per analyst estimates. Partial year data is annualized if LTM data is not available. Deals with Public targets shaded.

## Appendix – Q1 Communications Equipment M&A Transactions

Ann Date	Acquiror	Target	Transaction Value	Value / Revenue
<b>Audio/Video Infrastructure</b>				
1/12/10	DVTel, Inc.	ioimage Ltd.	NA	NA
1/14/10	Humax Holdings Co., Ltd. (KOSE:A028080)	Humax Co., Ltd. (KOSE:A115160)	158.1M	NA
1/19/10	ESPN, Inc.	Vistas Unlimited Inc.	NA	NA
1/25/10	Radvision Ltd. (NasdaqGS:RVSN)	Aethra S.p.A., Selected Assets	14.2M	NA
1/29/10	Focus Systems, Inc.	Infrared Systems International (OTCBB:IFRS)	2.3M	20.0x
2/18/10	Deluxe Entertainment Services Group, Inc.	MediaRecall by Deluxe	NA	NA
2/22/10	Circus World Displays Limited	SYNNEX Canada Limited, Assets of BDG Division	NA	NA
2/22/10	Wal-Mart Stores Inc. (NYSE:WMT)	VUDU, Inc.	100.0M	NA
2/25/10	-	Keda Communications Ltd (Catalist:5GU)	13.2M	0.3x
3/1/10	UnitedScreens Media AG	Klotz Digital AG	NA	NA
3/8/10	RGB Systems, Inc.	Electrosonic Ltd, Products Engineering and Development Division	NA	NA
3/9/10	Mitsui & Co. Ltd. (TSE:8031); CEIEC (H.K.) Limited	TPV Technology Ltd. (SEHK:903)	1,113.4M	0.2x
3/16/10	BOE Technology Group Co. Ltd. (SZSE:200725)	K-Tronics (Suzhou) Technology Co., Ltd.	38.1M	NA
3/16/10	Vitec Multimedia	Optibase Ltd., Entire Video Business And Optibase, Inc.	8.0M	NA
3/17/10	Barco NV (ENXTBR:BAR)	Element Labs, Inc.	NA	NA
3/26/10	LINKZ Industries Limited	Lighthouse Technologies Ltd.	NA	NA
3/31/10	Foxconn Singapore Pte Ltd	Sony Slovakia, Spol. S R.O.	NA	NA
3/31/10	Kyocera Corp. (TSE:6971)	Sony Mobile Display Corporation, Thin Film Transistor Liquid Crystal Display Facilities	NA	NA

Ann Date	Acquiror	Target	Transaction Value	Value / Revenue
<b>Components &amp; Subsystems</b>				
1/20/10	Tyco Electronics, Ltd. (NYSE:TEL)	Sensitive Object SA	62.0M	NA
1/26/10	Winscon Electronics Co. Ltd. (OTCPK:WIEC)	Winscon Electronics (Huizhou) Co., Ltd.	NA	NA
2/22/10	FCI SA	MergeOptics GmbH	NA	NA
2/25/10	Konsalnet SA	Mobitel Sp. z o.o. and Ambrela System	NA	NA
3/17/10	Giantplus Technology Co., Ltd. (TSEC:8105)	Chunghwa Picture Tubes Ltd., Color-Filter Plant	41.0M	NA
3/17/10	Gilat Satellite Networks Ltd. (NasdaqGM:GILT)	Raysat Antenna System LLC	25.0M	NA
3/31/10	AU Optronics Corp. (TSEC:2409)	AFPD Pte., Ltd.	NA	NA
<b>ODM/EMS</b>				
1/20/10	API Technologies Corp. (OTCBB:ATNY)	Kuchera Industries, Inc. and Kuchera Defense Systems, Inc.	29.1M	0.4x
3/26/10	Global Invacom	Radiance Group Limited (Catalist:5DC)	7.5M	0.2x

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt. Transaction Value and Revenue per public filings and press releases if available, otherwise per analyst estimates. Partial year data is annualized if LTM data is not available. Deals with Public targets shaded.

## Appendix – Q1 Communications Equipment M&A Data

Quarter	Sector	# of Deals		% w/ Ann.	Trans Value		Revenue	Deals w/	Stock Premium to <sup>(1)</sup>			Deals w/
		Total	Ann. Value	Value	Total	Median	Multiple <sup>(1)</sup>	Rev. Mult.	1 Day	1 Week	1 Month	Prem Info
Q1 '07	Communications Equipment	78	39	50%	\$3,577	\$19	1.8x	17	21.6%	19.8%	19.8%	6
Q2 '07	Communications Equipment	80	40	50%	\$13,197	\$17	1.3x	22	8.8%	9.7%	10.5%	7
Q3 '07	Communications Equipment	72	42	58%	\$7,337	\$21	1.6x	17	21.7%	27.3%	24.0%	8
Q4 '07	Communications Equipment	76	43	57%	\$2,385	\$18	0.8x	22	0.9%	6.7%	6.7%	6
Q1 '08	Communications Equipment	54	26	48%	\$1,188	\$7	2.0x	7	29.9%	39.9%	57.7%	1
Q2 '08	Communications Equipment	41	19	46%	\$1,830	\$26	1.1x	11	27.1%	24.2%	30.4%	2
Q3 '08	Communications Equipment	67	35	52%	\$4,061	\$17	2.1x	8	25.4%	42.8%	28.6%	4
Q4 '08	Communications Equipment	71	34	48%	\$17,279	\$8	0.6x	13	43.8%	25.4%	25.9%	6
Q1 '09	Communications Equipment	53	28	53%	\$1,168	\$17	0.7x	8	59.5%	53.3%	63.7%	4
Q2 '09	Communications Equipment	57	27	47%	\$1,563	\$10	0.5x	12	21.7%	23.3%	52.5%	4
Q3 '09	Communications Equipment	51	24	47%	\$6,024	\$8	0.9x	8	86.1%	86.1%	113.3%	3
Q4 '09	Communications Equipment	81	49	60%	\$27,838	\$17	1.4x	20	22.0%	21.8%	32.5%	11
Q1 '10	Communications Equipment	56	23	41%	\$1,822	\$17	1.2x	12	47.1%	31.6%	1.2%	3
<b>Total</b>	<b>Communications Equipment</b>	<b>837</b>	<b>429</b>	<b>51%</b>	<b>\$89,268</b>	<b>\$16</b>	<b>1.2x</b>	<b>177</b>	<b>23.5%</b>	<b>27.3%</b>	<b>26.5%</b>	<b>65</b>
Q1 '07	CE/SoHo	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q2 '07	CE/SoHo	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q3 '07	CE/SoHo	3	2	67%	\$1,083	\$541	0.8x	2	12.7%	11.9%	6.1%	2
Q4 '07	CE/SoHo	4	4	100%	\$582	\$15	0.3x	3	NA	NA	NA	0
Q1 '08	CE/SoHo	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q2 '08	CE/SoHo	0	0	NA	\$0	NA	NA	0	NA	NA	NA	0
Q3 '08	CE/SoHo	2	1	50%	\$7	\$7	NA	0	NA	NA	NA	0
Q4 '08	CE/SoHo	2	1	50%	\$580	\$580	0.1x	1	NA	NA	NA	0
Q1 '09	CE/SoHo	1	1	100%	\$23	\$23	NA	0	NA	NA	NA	0
Q2 '09	CE/SoHo	2	1	50%	\$2	\$2	0.2x	1	(26.0)%	(7.5)%	(53.8)%	1
Q3 '09	CE/SoHo	3	1	33%	\$42	\$42	NA	0	NA	NA	NA	0
Q4 '09	CE/SoHo	6	4	67%	\$49	\$15	1.4x	2	366.7%	320.0%	342.1%	1
Q1 '10	CE/SoHo	2	0	0%	\$0	NA	NA	0	NA	NA	NA	0
<b>Total</b>	<b>CE/SoHo</b>	<b>28</b>	<b>15</b>	<b>54%</b>	<b>\$2,367</b>	<b>\$18</b>	<b>0.3x</b>	<b>9</b>	<b>12.7%</b>	<b>11.9%</b>	<b>6.1%</b>	<b>4</b>
Q1 '07	Wireline Infrastructure	14	10	71%	\$1,301	\$40	1.8x	4	1.6%	3.6%	13.1%	1
Q2 '07	Wireline Infrastructure	12	5	42%	\$25	\$4	0.3x	2	NA	NA	NA	0
Q3 '07	Wireline Infrastructure	9	4	44%	\$1,425	\$109	0.9x	2	9.3%	8.2%	24.5%	1
Q4 '07	Wireline Infrastructure	13	9	69%	\$437	\$26	1.3x	5	0.9%	1.1%	(0.3)%	2
Q1 '08	Wireline Infrastructure	8	4	50%	\$314	\$20	12.2x	1	NA	NA	NA	0
Q2 '08	Wireline Infrastructure	11	5	45%	\$61	\$8	2.0x	2	NA	NA	NA	0
Q3 '08	Wireline Infrastructure	18	12	67%	\$3,611	\$35	2.1x	4	23.5%	42.1%	25.1%	3
Q4 '08	Wireline Infrastructure	11	4	36%	\$45	\$9	NA	0	NA	NA	NA	0
Q1 '09	Wireline Infrastructure	10	6	60%	\$242	\$26	1.6x	2	65.7%	73.6%	110.7%	1
Q2 '09	Wireline Infrastructure	7	3	43%	\$27	\$4	0.4x	1	NA	NA	NA	0
Q3 '09	Wireline Infrastructure	7	4	57%	\$982	\$33	0.8x	3	86.1%	86.1%	113.3%	1
Q4 '09	Wireline Infrastructure	14	10	71%	\$5,526	\$12	1.5x	4	35.3%	34.1%	42.0%	2
Q1 '10	Wireline Infrastructure	13	4	31%	\$49	\$12	6.3x	2	NA	NA	NA	0
<b>Total</b>	<b>Wireline Infrastructure</b>	<b>147</b>	<b>80</b>	<b>54%</b>	<b>\$14,044</b>	<b>\$17</b>	<b>1.3x</b>	<b>32</b>	<b>23.5%</b>	<b>17.8%</b>	<b>25.1%</b>	<b>11</b>

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.

1) Based on median revenue multiple and stock premium data where available.

## Appendix – Q1 Communications Equipment M&A Data

Quarter	Sector	# of Deals		% w/ Ann.	Trans Value		Revenue	Deals w/	Stock Premium to <sup>(1)</sup>			Deals w/
		Total	Ann. Value	Value	Total	Median	Multiple <sup>(1)</sup>	Rev. Mult.	1 Day	1 Week	1 Month	Prem Info
Q1 '07	Wireless Infrastructure	14	10	71%	\$110	\$8	1.3x	4	54.2%	39.9%	44.4%	1
Q2 '07	Wireless Infrastructure	9	7	78%	\$218	\$33	2.5x	2	NA	NA	NA	0
Q3 '07	Wireless Infrastructure	14	6	43%	\$58	\$5	9.3x	2	27.3%	27.3%	23.5%	1
Q4 '07	Wireless Infrastructure	13	7	54%	\$777	\$80	1.2x	5	38.4%	38.4%	40.8%	1
Q1 '08	Wireless Infrastructure	7	4	57%	\$43	\$7	0.7x	3	NA	NA	NA	0
Q2 '08	Wireless Infrastructure	3	2	67%	\$154	\$77	2.4x	1	NA	NA	NA	0
Q3 '08	Wireless Infrastructure	11	3	27%	\$33	\$5	NA	0	NA	NA	NA	0
Q4 '08	Wireless Infrastructure	6	4	67%	\$12	\$3	NA	0	(50.0)%	(51.7)%	(62.3)%	1
Q1 '09	Wireless Infrastructure	9	5	56%	\$137	\$6	0.3x	1	77.3%	53.3%	69.2%	1
Q2 '09	Wireless Infrastructure	8	2	25%	\$665	\$333	1.4x	1	NA	NA	NA	0
Q3 '09	Wireless Infrastructure	13	5	38%	\$1,161	\$11	1.1x	2	NA	NA	NA	0
Q4 '09	Wireless Infrastructure	14	8	57%	\$3,630	\$44	6.2x	4	21.7%	27.0%	30.3%	2
Q1 '10	Wireless Infrastructure	5	1	20%	\$73	\$73	3.5x	1	70.4%	64.3%	135.9%	1
<b>Total</b>	<b>Wireless Infrastructure</b>	<b>126</b>	<b>64</b>	<b>51%</b>	<b>\$7,072</b>	<b>\$10</b>	<b>1.6x</b>	<b>26</b>	<b>32.8%</b>	<b>35.3%</b>	<b>41.7%</b>	<b>8</b>
Q1 '07	Wireless Handset	3	1	33%	\$8	\$8	NA	0	NA	NA	NA	0
Q2 '07	Wireless Handset	9	5	56%	\$63	\$5	5.6x	1	NA	NA	NA	0
Q3 '07	Wireless Handset	1	1	100%	\$2	\$2	NA	0	NA	NA	NA	0
Q4 '07	Wireless Handset	3	2	67%	\$21	\$10	0.8x	1	NA	NA	NA	0
Q1 '08	Wireless Handset	3	3	100%	\$370	\$100	2.0x	1	29.9%	39.9%	57.7%	1
Q2 '08	Wireless Handset	2	1	50%	\$279	\$279	NA	0	NA	NA	NA	0
Q3 '08	Wireless Handset	3	3	100%	\$236	\$31	NA	0	NA	NA	NA	0
Q4 '08	Wireless Handset	1	1	100%	\$51	\$51	NA	0	NA	NA	NA	0
Q1 '09	Wireless Handset	1	1	100%	\$0	\$0	NA	0	NA	NA	NA	0
Q2 '09	Wireless Handset	1	1	100%	\$1	\$1	NA	0	NA	NA	NA	0
Q3 '09	Wireless Handset	4	3	75%	\$19	\$6	NA	0	NA	NA	NA	0
Q4 '09	Wireless Handset	3	2	67%	\$201	\$101	NA	0	NA	NA	NA	0
Q1 '10	Wireless Handset	2	1	50%	\$23	\$23	1.7x	1	NA	NA	NA	0
<b>Total</b>	<b>Wireless Handset</b>	<b>36</b>	<b>25</b>	<b>69%</b>	<b>\$1,276</b>	<b>\$14</b>	<b>1.8x</b>	<b>4</b>	<b>29.9%</b>	<b>39.9%</b>	<b>57.7%</b>	<b>1</b>
Q1 '07	Satellite/GPS	7	2	29%	\$94	\$47	1.3x	1	NA	NA	NA	0
Q2 '07	Satellite/GPS	11	4	36%	\$66	\$10	1.0x	2	NA	NA	NA	0
Q3 '07	Satellite/GPS	8	5	63%	\$556	\$38	3.4x	3	26.4%	31.3%	37.4%	1
Q4 '07	Satellite/GPS	4	1	25%	\$15	\$15	0.4x	1	NA	NA	NA	0
Q1 '08	Satellite/GPS	2	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q2 '08	Satellite/GPS	4	3	75%	\$270	\$45	1.1x	2	48.6%	45.2%	30.7%	1
Q3 '08	Satellite/GPS	5	1	20%	\$0	\$0	NA	0	NA	NA	NA	0
Q4 '08	Satellite/GPS	9	5	56%	\$138	\$20	1.2x	1	50.9%	50.9%	67.3%	1
Q1 '09	Satellite/GPS	3	2	67%	\$18	\$9	1.1x	1	NA	NA	NA	0
Q2 '09	Satellite/GPS	4	2	50%	\$133	\$67	0.5x	1	NA	NA	NA	0
Q3 '09	Satellite/GPS	3	2	67%	\$8	\$4	0.8x	1	354.5%	389.5%	297.7%	1
Q4 '09	Satellite/GPS	5	4	80%	\$25	\$3	NA	0	NA	NA	NA	0
Q1 '10	Satellite/GPS	6	4	67%	\$65	\$15	1.4x	3	NA	NA	NA	0
<b>Total</b>	<b>Satellite/GPS</b>	<b>71</b>	<b>35</b>	<b>49%</b>	<b>\$1,389</b>	<b>\$16</b>	<b>1.2x</b>	<b>16</b>	<b>49.7%</b>	<b>48.0%</b>	<b>52.3%</b>	<b>4</b>

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.

1) Based on median revenue multiple and stock premium data where available.

## Appendix – Q1 Communications Equipment M&A Data

Quarter	Sector	# of Deals		% w/ Ann. Value	Trans Value		Revenue Multiple <sup>(1)</sup>	Deals w/ Rev. Mult.	Stock Premium to <sup>(1)</sup>			Deals w/ Prem Info
		Total	Ann. Value		Total	Median			1 Day	1 Week	1 Month	
Q1 '07	VoIP/IMS Infrastructure	3	2	67%	\$258	\$129	1.5x	1	37.3%	30.0%	31.6%	1
Q2 '07	VoIP/IMS Infrastructure	6	3	50%	\$8,913	\$721	1.3x	2	7.8%	17.9%	19.6%	2
Q3 '07	VoIP/IMS Infrastructure	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q4 '07	VoIP/IMS Infrastructure	5	2	40%	\$72	\$36	2.7x	1	NA	NA	NA	0
Q1 '08	VoIP/IMS Infrastructure	3	2	67%	\$299	\$150	3.3x	2	NA	NA	NA	0
Q2 '08	VoIP/IMS Infrastructure	2	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q3 '08	VoIP/IMS Infrastructure	5	4	80%	\$34	\$4	NA	0	NA	NA	NA	0
Q4 '08	VoIP/IMS Infrastructure	3	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q1 '09	VoIP/IMS Infrastructure	3	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q2 '09	VoIP/IMS Infrastructure	3	2	67%	\$70	\$35	5.5x	1	NA	NA	NA	0
Q3 '09	VoIP/IMS Infrastructure	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q4 '09	VoIP/IMS Infrastructure	2	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q1 '10	VoIP/IMS Infrastructure	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
<b>Total</b>	<b>VoIP/IMS Infrastructure</b>	<b>38</b>	<b>15</b>	<b>39%</b>	<b>\$9,647</b>	<b>\$47</b>	<b>1.5x</b>	<b>7</b>	<b>8.8%</b>	<b>28.0%</b>	<b>31.6%</b>	<b>3</b>
Q1 '07	Audio/Video Infrastructure	20	7	35%	\$1,411	\$27	3.6x	4	7.8%	9.6%	9.5%	3
Q2 '07	Audio/Video Infrastructure	15	7	47%	\$717	\$33	1.8x	6	(2.2)%	7.1%	4.7%	1
Q3 '07	Audio/Video Infrastructure	20	13	65%	\$3,136	\$23	2.3x	5	28.1%	24.7%	19.0%	2
Q4 '07	Audio/Video Infrastructure	21	13	62%	\$335	\$13	1.2x	3	28.2%	28.2%	38.9%	1
Q1 '08	Audio/Video Infrastructure	13	5	38%	\$60	\$7	NA	0	NA	NA	NA	0
Q2 '08	Audio/Video Infrastructure	10	4	40%	\$388	\$43	0.9x	2	NA	NA	NA	0
Q3 '08	Audio/Video Infrastructure	12	5	42%	\$70	\$17	2.2x	3	154.6%	154.6%	37.5%	1
Q4 '08	Audio/Video Infrastructure	29	16	55%	\$16,442	\$11	0.7x	9	43.8%	31.5%	25.9%	4
Q1 '09	Audio/Video Infrastructure	15	8	53%	\$651	\$32	0.1x	3	45.4%	36.2%	33.9%	2
Q2 '09	Audio/Video Infrastructure	19	6	32%	\$531	\$21	0.4x	3	21.7%	23.3%	89.5%	2
Q3 '09	Audio/Video Infrastructure	13	6	46%	\$3,444	\$6	3.7x	1	24.4%	23.8%	22.4%	1
Q4 '09	Audio/Video Infrastructure	23	13	57%	\$18,120	\$127	1.2x	6	(0.6)%	2.5%	10.9%	3
Q1 '10	Audio/Video Infrastructure	18	8	44%	\$1,447	\$26	0.3x	3	22.8%	13.4%	0.6%	2
<b>Total</b>	<b>Audio/Video Infrastructure</b>	<b>228</b>	<b>111</b>	<b>49%</b>	<b>\$46,753</b>	<b>\$20</b>	<b>1.2x</b>	<b>48</b>	<b>26.3%</b>	<b>21.4%</b>	<b>16.7%</b>	<b>22</b>
Q1 '07	Components & Subsystems	16	7	44%	\$395	\$55	2.7x	3	NA	NA	NA	0
Q2 '07	Components & Subsystems	17	9	53%	\$3,195	\$7	1.1x	7	12.2%	11.9%	13.8%	4
Q3 '07	Components & Subsystems	14	11	79%	\$1,076	\$7	1.6x	3	17.5%	33.9%	28.8%	1
Q4 '07	Components & Subsystems	9	3	33%	\$128	\$39	0.4x	1	NA	NA	NA	0
Q1 '08	Components & Subsystems	15	7	47%	\$31	\$4	NA	0	NA	NA	NA	0
Q2 '08	Components & Subsystems	8	3	38%	\$668	\$225	1.1x	3	5.6%	3.2%	30.1%	1
Q3 '08	Components & Subsystems	9	6	67%	\$69	\$3	0.5x	1	NA	NA	NA	0
Q4 '08	Components & Subsystems	5	2	40%	\$3	\$1	0.2x	1	NA	NA	NA	0
Q1 '09	Components & Subsystems	10	4	40%	\$85	\$18	NA	0	NA	NA	NA	0
Q2 '09	Components & Subsystems	11	8	73%	\$111	\$11	0.6x	4	47.1%	42.9%	66.7%	1
Q3 '09	Components & Subsystems	6	3	50%	\$367	\$6	1.6x	1	NA	NA	NA	0
Q4 '09	Components & Subsystems	9	6	67%	\$265	\$35	1.6x	3	25.8%	45.1%	35.0%	2
Q1 '10	Components & Subsystems	7	3	43%	\$128	\$41	NA	0	NA	NA	NA	0
<b>Total</b>	<b>Components &amp; Subsystems</b>	<b>136</b>	<b>72</b>	<b>53%</b>	<b>\$6,521</b>	<b>\$13</b>	<b>1.1x</b>	<b>27</b>	<b>15.4%</b>	<b>14.0%</b>	<b>28.8%</b>	<b>9</b>

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.

1) Based on median revenue multiple and stock premium data where available.

## Appendix – Q1 Communications Equipment M&A Data

Quarter	Sector	# of Deals		% w/ Ann.	Trans Value		Revenue	Deals w/	Stock Premium to <sup>(1)</sup>			Deals w/
		Total	Ann. Value	Value	Total	Median	Multiple <sup>(1)</sup>	Rev. Mult.	1 Day	1 Week	1 Month	Prem Info
Q1 '07	ODM/EMS	0	0	NA	\$0	NA	NA	0	NA	NA	NA	0
Q2 '07	ODM/EMS	0	0	NA	\$0	NA	NA	0	NA	NA	NA	0
Q3 '07	ODM/EMS	2	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q4 '07	ODM/EMS	4	2	50%	\$19	\$9	0.2x	2	(14.6)%	(8.4)%	1.0%	2
Q1 '08	ODM/EMS	2	1	50%	\$70	\$70	NA	0	NA	NA	NA	0
Q2 '08	ODM/EMS	1	1	100%	\$10	\$10	0.9x	1	NA	NA	NA	0
Q3 '08	ODM/EMS	2	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q4 '08	ODM/EMS	5	1	20%	\$8	\$8	0.3x	1	NA	NA	NA	0
Q1 '09	ODM/EMS	1	1	100%	\$12	\$12	2.1x	1	NA	NA	NA	0
Q2 '09	ODM/EMS	2	2	100%	\$21	\$11	NA	0	NA	NA	NA	0
Q3 '09	ODM/EMS	1	0	0%	\$0	NA	NA	0	NA	NA	NA	0
Q4 '09	ODM/EMS	5	2	40%	\$22	\$11	0.3x	1	(9.0)%	(12.8)%	(9.3)%	1
Q1 '10	ODM/EMS	2	2	100%	\$37	\$18	0.3x	2	NA	NA	NA	0
<b>Total</b>	<b>ODM/EMS</b>	<b>27</b>	<b>12</b>	<b>44%</b>	<b>\$198</b>	<b>\$11</b>	<b>0.3x</b>	<b>8</b>	<b>(9.0)%</b>	<b>(12.8)%</b>	<b>(3.4)%</b>	<b>3</b>

Note: Transaction Value calculated as consideration paid to holders of stock and stock equivalents plus assumed debt.

1) Based on median revenue multiple and stock premium data where available.



# Introduction to SagePoint Advisors

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SagePoint Advisors is a boutique investment banking firm providing merger, acquisition and strategic advisory services to technology and telecom companies and their venture backers.

Mission	To deliver the senior-level attention, trusted relationships and market insight on \$10-100 million M&A transactions that other investment banks reserve only for much larger transactions.
Services	Sell Side Advisory; Divestitures; Buy Side Advisory; Strategic Investments
Industry Focus	Software, hardware and services in the Wireless, VoIP, IP Video, Networking, Internet, Telecom Equipment, IT Infrastructure and Enabling Technology sectors
Offices	San Diego, CA



### David P. Michaels - Founder & Managing Director



Prior to founding SagePoint Advisors in 2008, David Michaels was a Co-Founder, Partner and Managing Director at Montgomery & Co., a leading investment bank focused on serving emerging-growth technology companies and their venture backers. Mr. Michaels co-founded Montgomery's investment banking business in 1996 as the lead banker and played an instrumental role in building the business to over \$50 million in revenues and 80 employees. Mr. Michaels launched Montgomery's San Diego office in 2003 and established Montgomery as the dominant brand in the region. Mr. Michaels also ran the firm's Communications and Digital Media Technology practice areas for several years prior to his departure. During his 14 year tenure at Montgomery, Mr. Michaels advised CEOs and Boards on more than 75 corporate strategy, M&A and fund raising engagements.

Mr. Michaels has intimate knowledge of the strategic landscape, market dynamics and technology underpinnings of several high technology market segments including wireless infrastructure, software and services, voice, video and data infrastructure, software and services, storage infrastructure and software, networking equipment, Internet software and services and semiconductors. Prior to co-founding Montgomery's investment banking business, Mr. Michaels managed strategic consulting assignments for the firm including market entry analysis, acquisition search studies and strategic portfolio assessments.

Prior to joining the Montgomery in 1994, Mr. Michaels held various investment banking positions including a position within Bankers Trust Corporate Finance Department, where he helped execute merger and acquisition assignments such as sale mandates and valuation analyses. Prior to that, Mr. Michaels worked as a structural engineer at General Dynamics, where he assisted on the Advanced Tactical Fighter program. Mr. Michaels received an M.B.A. with an emphasis in marketing and entrepreneurship from the Anderson School of Management at UCLA and holds a B.S. in Mechanical Engineering from the University of Michigan.

### Teak Murphy - Senior Associate



Prior to joining SagePoint, Teak worked as a Senior Associate with Enterprise Partners Venture Capital, the largest Southern California based VC firm, where he evaluated investment opportunities and worked closely with senior management and board members to successfully grow portfolio companies. Prior to Enterprise Partners, Teak worked as an Associate in technology investment banking at Montgomery & Co. where he spent three years working closely with SagePoint's founder David Michaels on buy-side and sell-side M&A transactions. Prior to Montgomery, Teak worked at Cowen & Co. advising technology companies on M&A and IPO transactions.

Teak's experience working on fund raising, mergers and acquisitions, and initial public offerings as both an advisor and investor provides unique insight into the needs of venture-backed companies. Teak graduated from the University of Southern California with honors, receiving a B.S. in Business Administration and Finance .

## Primary Industry Focus – Communications & Networking

Value Chain	Wireless	VoIP	Video	Data
Services	Mobile messaging, content, search, LBS, social networking, gaming, etc.	VoIP service providers, voice search, website voice enablement, etc.	Cable & DBS, Internet video, conferencing, video delivery networks, etc.	Internet access, web hosting, co-location, SaaS delivery networks, etc.
Software	Mobile and fixed wireless application and infrastructure software, etc.	VoIP softphone client and server software, FMC software, etc.	Video encoding, transcoding, editing, sharing and player software, etc.	Networking & Internet client and server software, etc.
Equipment	Handsets and modules, fixed and mobile wireless equipment, etc.	VoIP handsets, gateways, IP-PBXs, SBCs, media servers, etc.	Cable & IPTV equipment, video conferencing, VOD, DVRs, STBs, etc.	WAN, LAN and optical data networking and telecom equipment, etc.
Semiconductors	3G/4G, WiMax, WLAN, & WPAN RF & BB ICs, etc.	VoIP DSPs and ASICs	Video encode/decode, processing and transport ICs, etc.	WAN, LAN, I/O storage and security networking ICs

# Transaction Experience of SagePoint Team














 ...stay connected has been acquired by  August 2009	 has been acquired by Undisclosed Buyer November 2008	 has sold certain assets to Undisclosed Handset OEM October 2008	 Buyside Advisory 2008	 has been acquired by  April 2008	 has sold its assets to  \$10,000,000 October 2007	 has been acquired by  \$34,875,000 September 2007
 The Power of Touch Initial Public Offering \$82,500,000 Co-manage June 2007	 has been acquired by  January 2007	 Initial Public Offering \$167,440,000 Co-manager September 2006	 has been acquired by  August 2006	 has been acquired by  August 2006	 Senior Convertible Debentures \$5,000,000 Financial Advisor and Placement Agent July 2006	 has sold its SRAM assets to  January 2006
 Private Investment in Public Equity \$14,400,000 Co-Agent January 2006	 has been acquired by  October 2005	 has agreed to the sale of their NAS Software Intellectual Property to  \$50,000,000 May 2005	 has sold a minority stake to Strategic Investor 2005	 has been acquired by  August 2004	 the e-way of software has been acquired by  \$122,500,000 April 2004	 has been acquired by  March 2004
 has been acquired by  August 2003	 has been acquired by  December 2003	 has been acquired by  February 2003	 has been acquired by  April 2002	 Private Placement \$9,900,000 Placement Agent July 2001	 Private Placement \$11,000,000 Placement Agent May 2000	 the leader in emerging data technology has merged with  \$157,000,000 March 2000

## Transaction Experience by Market Segment

SagePoint's Founder has led more than 75 M&A and fund raising engagements with deal experience across the entire communications and networking value chain.

Value Chain	Wireless	VoIP	Video	Data
Services	<ul style="list-style-type: none"> <li>• Sale of Xumii to Myriad Group</li> <li>• Capital Raise for InfoSonics</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of AccessLine to Telanetix</li> <li>• Strategic Advisory for Voice 2.0 Service Provider</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for DirecTV Reseller</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Compute Intensive to Verio</li> <li>• Sale of GeoNet to Level 3</li> <li>• Capital Raise for Speakeasy</li> </ul>
Software	<ul style="list-style-type: none"> <li>• Sale of Neven Vision to Google</li> <li>• Sale of SKY MobileMedia;</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of CrystalVoice to Global IP Solutions</li> <li>• Buyside Advisory for VOIP Softphone Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• IPO for Divx</li> <li>• Strategic Advisory for Mobile Video SW Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of LVL7 to Broadcom</li> <li>• Sale of Neteon to CA</li> </ul>
Equipment	<ul style="list-style-type: none"> <li>• Sale of Strix to Idream</li> <li>• Sale of Aiprime to Sierra Wireless</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for Unified Messaging Vendor</li> <li>• Strategic Advisory for IP-PBX Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Gyration to Philips</li> <li>• Sale of TIR to Philips</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Network Physics to OpNet</li> <li>• Capital Raise for Raptor Networks</li> <li>• Sale of Procom to Sun</li> </ul>
Semis	<ul style="list-style-type: none"> <li>• Sale of CommAsic to Freescale</li> <li>• Peregrine Strategic Investment</li> <li>• Sale of Synad to ST</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for Noise Cancellation IC Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Sale of Vativ to Entropic</li> <li>• Strategic Advisory for Video Processing IC Vendor</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Advisory for Storage Networking IC Vendor</li> </ul>

# Representative Buyer Relationships

Internet / Media	Service Providers	Communications Software / SaaS	Communications Equipment	Communications Semiconductors
         	         	         	        	         

## Why Work With SagePoint?

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- SagePoint delivers the senior-level attention, trusted relationships and market insight on \$10-100M transactions that larger investment banks reserve only for much larger transactions
- SagePoint's domain knowledge is world-class across the entire communications and networking value chain
- SagePoint has developed trusted relationships with the most active strategic buyers across the communications value chain
- SagePoint has the M&A expertise that comes only from decades of experience focusing on strategic transactions
- SagePoint's unwavering integrity and commitment to intellectual honesty ensures that we tell our clients what they need to hear to make sound business decisions
- At SagePoint, we offer sage advice that points our clients in the right direction to ensure an optimal outcome