

STRATEGIC SALE

FivePoints

KNOWLEDGE.
VISION.
RESULTS.

COMPANY DESCRIPTION

Founded in 1999 and headquartered in New York, FivePoints Compliance, Inc. (“FivePoints” or the “Company”) is an innovative leader of messaging compliance and archival solutions for the financial services industry. Providing a comprehensive suite of outsourced and hosted messaging & compliance services from email, enterprise instant messaging, surveillance, discovery, archival and storage, the Company has quickly emerged as one of the early leaders helping companies respond to regulatory mandates imposed by the SEC, NASD and Sarbanes-Oxley.



was acquired by



OBJECTIVES

TripleTree engaged with the Company’s leadership team to provide strategic and financial advisory services including the exploration of a possible strategic alignment/sale. The Company selected TripleTree as its advisory firm due to its in-depth knowledge of outsourcing, Software as a Service and application hosting, and understanding & interest in compliance trends. Leveraging expertise in these sectors, TripleTree provided the following services:

- Identified and contacted 30 different acquisition candidates across managed services and IT security, financial services technology, and enterprise storage technology;
- Provided customized materials and positioning highlighting the key benefits of the Company’s core capabilities in a market redefining opportunity with each of the strategic acquirers and emerging technology companies;
- Engaged 12 different parties in detailed discussions about the unique fit and market expansion opportunity existing between the two firms; and
- Helped to drive a competitive process including receipt of multiple offers for consideration.

"By acquiring FivePoints, we are able to provide our customers with one of the strongest product offerings for hosted messaging, archiving and discovery for electronic communications."

*Paul Chisholm,
Chairman & CEO
MindSHIFT*

RESULTS

Management and its shareholders ultimately decided to partner with venture-backed mindSHIFT Technologies, which is a leading Managed Services Provider (MSP) offering managed services, VoIP and professional services to small- and medium-sized organizations and law firms. The combination of the two brings FivePoints strength in compliance and electronic discovery services together with mindSHIFT’s competencies and expertise as a full-suite outsourced managed services provider. The transaction closed in January 2007.

January, 2007

The acquisition strengthens mindSHIFT’s offerings to the financial services market and provides FivePoints customers with a broader range of IT services and support. The acquisition enables a broader set of managed IT resources and services to be provided and combines the strengths of two teams to build new products and services.