

## GROWTH CAPITAL

### TriTech

#### COMPANY DESCRIPTION

Founded in 1993 and headquartered in San Diego, California, TriTech Software Systems (or the “Company”) is a highly profitable and fast growing provider of enterprise and mobile communication solutions for the public safety & Homeland Security markets. TriTech provides mission-critical software and IT solutions that enable highly efficient communication and rapid deployment of police, fire, emergency medical services (EMS), and Federal agencies from the most routine of local emergencies escalating up to the most pressing national security concerns or crises. Today, TriTech protects the lives of millions of individuals and serves as the first point of communication and control for all the public safety and emergency response needs for some of the most prestigious metropolitans in the world.

#### OBJECTIVES

TripleTree’s first advisory services date back to 2003 before leading up to the consummation of a recapitalization and growth capital investment in 2006. Initially providing value enhancement strategic advisory services that ultimately led to the purchase and acquisition of Voyager Systems’ mobile 911 communication business and later to the divesture of certain non-core assets to privately-held Advanced Technology Systems (ATS), TripleTree’s senior transaction team helped lead several significant events in TriTech’s history that has since strengthened a leadership position as the number two provider of advanced IT and mobile communication for public safety and Homeland Security. This has also led to strategic interest in the Company that TripleTree has also helped the company evaluate opportunistically.

More recently TriTech and its shareholders wanted to identify a private equity investor capable of meeting their criteria:

- Flexible re-capitalize structure by providing liquidity to two significant shareholders that sold their entire position while also providing other shareholders with the option to sell a portion of their position;
- Assume a minority equity position next to Chris Maloney, founder, Chairman & CEO, who would remain in control of the company and its primary owner;
- Use a minimal amount of debt as a source to finance this transaction, thereby providing the most financial flexibility to use debt for future acquisitions or expansion;
- Completely satisfy prior debt obligations owed to previous acquisitions and/or shareholder settlements; and
- Provide an equity source and partner that is highly committed to expanding and providing substantial funding that will accelerate TriTech’s expansion strategy, which includes possible acquisitions.

KNOWLEDGE.  
VISION.  
RESULTS.



Growth Capital



*“TripleTree continually provided value beyond just a trusted financial advisor to include many important strategic decisions leading up to this recapitalization.*

*Their commitment, industry knowledge, and transactional expertise have all been important contributors to positioning TriTech on the path towards leadership in our sector.”*

Chris Maloney,  
President & CEO  
TriTech Software  
Systems

Because of TripleTree’s relationship with the Company and intimate knowledge & experience with recapitalizations fitting this profile, TripleTree was a logical candidate to explore these possibilities, while also allowing management to stay focused on its record-setting year of revenue growth and profitability.

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## TriTech

### RESULTS

Given TripleTree's long-standing relationship with the Company and intimate knowledge & experience with re-capitalizations fitting this profile, TripleTree was a logical candidate to explore these possibilities, while also allowing management to stay focused on its record-setting year of revenue growth and profitability. TripleTree approached a range of mid-market private equity firms fitting this description and received a strong level of interest with five attractive offers received.

Management and its shareholders selected from a range of finalists deemed to offer the best economic terms and business development resources going forward. In the end, TripleTree successfully negotiated and consummated a minority investment with WestView Capital at an attractive valuation and on favorable terms that satisfied selling shareholders and the range of requirements sought by TriTech's shareholders. The transaction closed in November 2006. TripleTree is continuing to partner with TriTech as the Company seeks to build the most significant pure-play provider of advanced information technology and mobile communication for public safety and Homeland Security.



*capital investment*



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