

KPMG Corporate Finance LLC advised Empire Investment Holdings on the sale of its portfolio company VITEC Solutions LLC to VITEC Partners



VITEC Solutions LLC

KPMG Corporate Finance LLC

acted as the exclusive financial adviser to Empire Investment Holdings on the sale of its portfolio company VITEC Solutions LLC to VITEC Partners



Value not disclosed
April 2011

"Our alliance with KPMG enabled us to effectuate a transaction that yielded the most optimal terms for all stakeholders involved. Our collective teams worked seamlessly throughout the process and KPMG's experience, coupled with constant involvement by their senior MD's, proved invaluable."

David F. Alfonso, Chairman and CEO
Empire Investment Holdings

The Company

VITEC Solutions LLC (VITEC), headquartered in Amherst, New York, is a premier IT solutions provider to leading businesses, universities, and government agencies. The Company provides strategically critical support in the design, deployment, integration, and proactive management of IT environments to over 650 customers throughout the Northeast with a team of over 120 professionals. VITEC's comprehensive portfolio of solutions are tailored to its customers' business and IT needs, and acts as a single-source provider of business technology solutions. The Company works closely with its customers to help design, build, integrate, manage and grow an adaptive enterprise that enables effective responses to changes in their business operations. Additionally, the Company offers a full suite of post-installation and post-warranty hardware maintenance services that deliver end-to-end IT lifecycle support.

The Situation

VITEC is a portfolio company of Empire Investment Holdings (Empire), a private equity firm focused on the acquisition and strategic management of non-core business units from public and private companies. Empire acquired VITEC in 2005 in a carve-out transaction from IKON Office Solutions. KPMG Corporate Finance LLC was engaged by Empire as the exclusive financial adviser to VITEC to pursue an expedited sale of the Company.

The Transaction

KPMG Corporate Finance LLC conducted a competitive, controlled-auction process that generated a number of interested counterparties that could meet the shareholders' objectives, ultimately resulting in a sale of VITEC Solutions via a management buyout. The key factors in winning this mandate and getting it to a successful closing include the relationship developed with the Empire executive team over several months, our deep technology services credentials, knowledge of the likely buyers, our understanding of VITEC's business model and value drivers, as well as our views on positioning the Company effectively for an expedited sale.

KPMG Corporate Finance LLC – We Can Do a Great Deal Together.

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Trust KPMG Corporate Finance LLC with Your Next Transaction

KPMG Corporate Finance LLC provides a broad range of investment banking and advisory services to its domestic and international clients. Our professionals have the experience and depth of knowledge in global M&A and project finance to advise clients on mergers and acquisitions, sales and divestitures, buyouts, financings, debt restructurings, equity recapitalizations, infrastructure project finance, and other advisory initiatives. In addition, we remain impartial to financing sources, helping to ensure that our efforts are objective and aligned with the goals of clients.

Operating in 82 countries, the global corporate finance practices of KPMG International's member firms (KPMG) comprise more than 2,100 professionals who are able to meet the needs of clients across the globe. In 2010, as a leading financial adviser, KPMG completed 269 deals totaling US\$16.5 billion, according to Thomson Reuters SDC's global M&A middle market league tables.

We welcome the opportunity to meet with you, learn more about your company's objectives, and discuss our people and capabilities.

www.kpmgcorporatefinance.com

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