

## **It Companies Meet And Complete Transaction Through M&A Forum**

*By M&A Forum LLC*

*Dated: May 12, 2008*

*M&A Forum LLC announced today a closed transaction between Network Architects, Inc. and ePlus, Inc. The parties were introduced through the M&A Forum, a web-based M&A service, exclusively designed for buyers and sellers of IT sector companies.*

**San Ramon, CA:** M&A Forum, LLC, <http://www.ma-forum.com>, announced today the successful acquisition of certain assets and liabilities of Network Architects, Inc., a Cisco-focused solution provider and consulting firm, by ePlus, Inc., a publicly-traded technology solution provider. The parties were introduced through M&A Forum, a web-based M&A service exclusively designed for buyers and sellers of IT companies. In addition to introducing Network Architects to multiple potential buyers, M&A Forum also provided marketing and administrative support, allowing them to successfully conclude this transaction.

M&A Forum leverages the popularity of social and business online networking to facilitate the buying and selling of IT businesses. "As the consolidation of the IT sector continues, new and state-of-the-art methods of meeting buyer and sellers are emerging, making the M&A process more virtual, global and immediately available," noted Patricia Wegner, president of M&A Forum, LLC.

"This transaction is indicative of the kinds of deals the M&A Forum was designed for, said Wegner. IT companies that want to buy a business can easily search, connect and initiate a transaction online. The Forum is busy now with introductions that we expect to result in closed deals before year end."

"M&A Forum provided the vehicle for us to find Network Architects," stated Kley Parkhurst, Sr. Vice President of ePlus. "We see this type of exchange and networking as an excellent means to conclude qualified acquisitions from a much larger pool of candidates. In Network Architects we found the business capacity, technical expertise, operational processes, market traction and client base to complement our Cisco practice and San Francisco Bay Area commercial business. They are a dynamic addition to ePlus and fit our market segment quite well."

Over the past several years, ePlus has established itself as one of the leading resellers and integrators of complex Cisco solutions in Northern California. In that time, ePlus has worked closely with Cisco and clients ranging from in size from mid-market to large Enterprise designing and deploying solutions incorporating Unified Communications, Security and Data Center products from Cisco.

"Network Architects was ideally suited to enhance and build upon ePlus' powerful Cisco practice in Northern California" stated Andy Shulman ePlus' Regional Vice President. "Both companies have had reputations as leaders in driving Cisco's Advanced Technologies. Both Network Architects and ePlus have legacies of providing levels of service, support and expertise that exceeded the norm. Because of this common legacy and approach, I expect a rapid and successful integration that will generate immediate value to existing and prospective clients in Northern California and beyond."

"Over the past five years, we have invested heavily in developing highly valued and market-worthy commercial processes and intellectual property focused on Cisco solutions," said Sam Wong, president of Network Architects. "We sought a partner who could provide overarching infrastructure capacity, a strong sales and marketing engine, and the resources to drive Network Architects' offerings to the next level. M&A Forum helped us meet multiple qualified buyers and we determined ePlus was the best choice to meet our objectives."

“M&A Forum had the methodology, industry expertise and a deep and broad knowledge of the mergers and acquisitions process which helped us find the ideal buyer and close the transaction,” Wong commented. “Selling a business can be a momentous undertaking, especially for a first time seller who also has to keep running the business. M&A Forum did an excellent job of preparing me for the process, which allowed me to focus on the business, reduce uncertainty among employees, and service our customers.”

#### **About M&A Forum, LLC**

M&A Forum, LLC is a leading online finding service that facilitates mergers and acquisitions for Information Technology (IT) services, solutions, software and outsourcing companies - the only on-line resource exclusively dedicated to the IT sector. Primarily a web-based service, M&A Forum is designed to match buyers and sellers, provide managed introductions and support sellers as they market their companies. The Forum is a cost-effective, confidential and dynamic service which levels the playing field and allows IT businesses of all sizes to find each other and accomplish their M&A goals. Based in the San Francisco Bay area, M&A Forum provides services to buyers, sellers and intermediaries worldwide and has strategic partnerships with Everything Channel, a wholly owned subsidiary of United Business Media plc (LON:UBMB) and with Ingram Micro, Inc. (NYSE: IM). For more information regarding buying or selling an IT company, visit: <http://www.ma-forum.com>, email: [info@ma-forum.com](mailto:info@ma-forum.com) or call 925-215-2770.

#### **About ePlus Inc.**

ePlus (OTC: PLUS.PK) is a leading provider of technology solutions. ePlus enables organizations to optimize their IT infrastructure and supply chain processes by delivering world-class IT products from top manufacturers, professional services, flexible lease financing, proprietary software, and patented business methods. Founded in 1990, ePlus has more than 650 associates in 30+ locations serving more than 2,500 customers. ePlus is headquartered in Herndon, VA. For more information, visit <http://www.eplus.com>, or call 888-482-1122, or email: [info@eplus.com](mailto:info@eplus.com).

#### **About Network Architects, Inc.**

Network Architects Inc. ([www.NetworkArc.com](http://www.NetworkArc.com)) is a unique consulting firm and IT business solutions partner focused on providing advanced network technologies. Headquartered in San Mateo, CA, the company specializes in deploying cutting edge network security, transformational voice and unified communications, as well as highly scalable, resilient data center solutions. It also provides executive-level CIO/CTO strategic advisory services, Cisco Certified Internetworking Engineer (CCIE) level design and deployment services and expert assessments. Network Architects is a Cisco Certified Premier Partner and master in the procurement and integration of Cisco networking solutions.

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