

**DATE**

July 18, 2014

**SECTORS**

Technology & Software

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**David Dolan**

Managing Director



**Greg Ager**

Managing Director

# DC Advisory advised Loftware on its sale to Riverside Partners



Portsmouth, NH — Loftware, Inc., the global leader in Enterprise Labeling Solutions, today announced that Boston-based investment firm Riverside Partners has completed its investment in the company.

Headquartered in North America, with offices in Europe and Asia, Loftware works with over 5,000 customers, across 25 major industries to meet their customer-specific, geographical and regulatory labeling requirements. Loftware's labelling solutions facilitate high-volume label printing, streamline operations and help customers meet rapidly evolving labelling requirements, while simultaneously reducing costs, driving topline revenue and increasing customer satisfaction. The company's software enables customers to design, distribute, deliver and trace labels across the supply chain.

Over the past few years, Loftware has enjoyed accelerated global market penetration, record sales and profitability. The company's labelling solutions allow global organisations to simplify their label printing processes, while enhancing design and integration capabilities with leading enterprise software applications.

Choate, Hall & Stewart LLP provided legal counsel to Riverside Partners. DC Advisory\* served as financial advisor and Golenbock, Eiseman, Assor, Bell & Peskoe LLP and Bernstein Shur served as legal counsel to Loftware.

Loftware stands alone when it comes to meeting the high volume, complex, and mission-critical labeling needs of large, global companies. Although labeling is becoming more dynamic and regulated than ever, Loftware continues to innovate and deliver solutions that meet its customers' labeling requirements throughout the supply chain. We are pleased to complete this investment and to partner with Loftware's

talented and experienced management team on the next phase of the company's growth. Loftware is uniquely positioned to take advantage of the vast and growing enterprise labeling market. The company's innovative solutions, including Loftware Spectrum – the industry's only 100% browser-based enterprise labeling application, its unrivaled services, and unparalleled support, offer a wealth of opportunity. Loftware has a long track record of growth that outpaces the market and sustained profitability; we look forward to accelerating Loftware's momentum in the marketplace.

David Belluck

General Partner at Riverside Partners who will join the company's Board of Directors

We are excited that Riverside Partners has recognized our market leadership and has chosen to partner with our growing company. Riverside Partners' experience investing in and growing leading enterprise software companies will prove invaluable as we continue to build on Loftware's track record of high growth, further expand our global reach, and maintain our relentless focus on the enterprise labeling market.

Robert O'Connor

Jr. President and CEO of Loftware

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