

DATE

August 16, 2012

SECTORS

Technology & Software

DEAL TYPE

Private Capital

DEAL LOCATIONS



DEAL TEAM



Frank Cordek
Managing Director

DC Advisory advised TekLinks on a capital raise from Pamlico Capital



TekLinks Inc. announced today that Pamlico Capital has made a significant equity investment to acquire a majority interest in the company from Symmetric Capital and certain other shareholders. Specific terms of the transaction were not disclosed.

TekLinks, headquartered in Birmingham, Alabama, is a leading provider of complex technology solutions and managed and cloud services to businesses throughout Alabama, Mississippi, Tennessee, and the Gulf South. Founded in 2001 by Stuart Raburn, the company has put together the region's leading team of highly skilled engineers to develop a growing suite of managed and hosted IT services, which are delivered through three SSAE 16 Type-II audited data centers. TekLinks has also earned numerous awards and recognitions along the way: the company was ranked #228 on the Solutions Provider 500 (formerly VAR500) in 2012, and was recognized as one of the Inc. 5000 Fastest Growing Private Companies in 2011. Additionally, TekLinks was recognized by MSPmentor as the 18th largest managed services provider nationally (22nd globally) and is ranked in the Top 100 cloud services providers by Talkin? Cloud in cloud revenue, dollar growth, and percentage growth.

In conjunction with the transaction, TekLinks announced that Jim Akerhielm, a proven executive with over 20 years of experience in the communications and technology services industry, will become CEO of the company. Akerhielm was previously CEO of NuVox Communications (a broadband and IT services provider) from 2001 to 2010, when the company was acquired by Windstream for approximately \$650 million, and served as the CEO of Triton Cellular (a rural wireless services provider) prior to that. Stuart Raburn, TekLinks founder and President, will become a member of the Board of Directors, retain an ownership position in TekLinks, and focus on strategic initiatives going forward. TekLinks will remain headquartered in Birmingham and will continue to focus on delivering high quality service to its strong base of SMB and enterprise customers located throughout the region.

TekLinks and Symmetric Capital were advised by DC Advisory* (financial advisor) and Choate, Hall & Stewart LLP (legal advisor). Pamlico was advised by Alston & Bird LLP (legal advisor), Ernst & Young (accounting and tax advisor), and Willis Group (insurance and benefits advisor).

We are extremely proud of the success and growth we have achieved over the past 11 years, as well as the strong relationships and trusted position we have earned with our customers and strategic suppliers. TekLinks is poised to expand through a continued focus on unparalleled customer service and the ongoing expansion of our managed and cloud services offerings. With their successful history investing in the technology services industry, Jim Akerhielm and Pamlico are the ideal partners to lead TekLinks through the next phase of its development, and I am thrilled to be working with them. Jim Akerhielm added, TekLinks is a clear IT solutions leader in the Greater Gulf states region with unparalleled technical expertise. I believe TekLinks is ideally poised to benefit from the explosive growth in demand for managed and cloud services. We will look to leverage the company's leading position and technical capabilities to drive continued regional expansion; at the same time, we will also move to execute targeted acquisitions that will help create one of the foremost managed services businesses in the IT industry.

Mr. Raburn

We are excited about the opportunity to partner with Stuart Raburn and the team at TekLinks, and to work again with Jim Akerhielm, whom we have known for over 15 years and backed successfully as CEO of two Pamlico portfolio companies, NuVox Communications and Triton Cellular.

Walker Simmons
Pamlico Partner

It's been a privilege and great pleasure to work with TekLinks for the

past four years. The team has done a tremendous job in identifying and fulfilling customers needs and building the region's best provider. We're very happy to have been part of the TekLinks story, and we wish our friends continued success.

Rob Walsh
Symmetric Partner

*[*Find out more about DC Advisory >](#)*