

**DATE**

June 05, 2008

**SECTORS**

Technology & Software

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Matt Fiore**

Managing Director

# DC Advisory advised TechTeam Global on the acquisition of Onvaio LLC



SOUTHFIELD, Mich., June 5 /PRNewswire-FirstCall/ — TechTeam Global, Inc. (Nasdaq: TEAM), a worldwide provider of information technology (IT), enterprise support and business process outsourcing services, today announced that it has acquired Onvaio, LLC (Onvaio). Headquartered in Los Gatos, California, with annual revenue of \$1.7 million in 2007, Onvaio provides technical support outsourcing for clients globally through its wholly-owned subsidiary, Onvaio Asia Services, Inc., based in Manila, Philippines.

This acquisition, together with the recent partnership established with Rainmaker Asia, Inc., provides TechTeam with an immediate direct presence in the Philippines and the ability to quickly and efficiently expand Philippine-based delivery operations in response to growing customer demand. The acquisition also adds to TechTeam’s capabilities in providing software technical support outsourcing services.

Kamran Sokhanvari, Onvaio co-founder, President and Chief Executive Officer, will join TechTeam as Senior Vice President and General Manager of the newly created Asia/Latin America business unit. Kamran will work to aggressively expand TechTeam’s presence in these important markets. He will also lead a cross business unit initiative to accelerate growth in TechTeam’s software technical support outsourcing business.

Kamran brings 15 years of executive experience leading global service delivery organizations. He has significant experience in driving revenue growth and specializes in contact center solutions and international operations. Prior to Onvaio, Kamran was at Pinnacle Systems where he was Vice President of Services and Worldwide Operations, building a global call center infrastructure supporting 10 million customers. Prior to Pinnacle, Kamran was Vice President of Global Operations and General Manager of Services at Wind River Systems, where he was responsible for overseeing the company’s operations and delivering services worldwide.

Armin Pressler, Onvaio co-founder, President and Chief Operating Officer, will join TechTeam as Corporate Vice President, Chief Information Officer and Facilities. He will be focused on optimizing TechTeam's global infrastructure and applications suite, as well as integrating the global capacity plan with facilities and infrastructure.

Armin brings a strong global technology management track record with 17 years of experience within the IT, call center and life sciences industries. Prior to Onvaio, Armin was Chief Information Officer at Wind River Systems, where he drove global IT-business alignment that enabled a new level of business agility. Prior to Wind River, he was employed by Dow Chemical as Global e-Business Program Office Leader and was actively involved in the formation and launch of Elemica.com, the global business-to-business backbone for the \$600 billion chemical industry. While at Dow Chemical, he held a number of other positions such as managing the applications and systems of the AgroSciences business unit and leading various Global IT projects.

"We are delighted to welcome Onvaio to TechTeam," said Gary J. Cotshott, President and Chief Executive Officer of TechTeam Global, Inc. "This acquisition is a significant win for TechTeam for a number of reasons. First, Onvaio brings a direct presence in the Philippines, a great team of people and excellent clients. Second, Onvaio's experience in technical support outsourcing for software companies adds depth to our technical support outsourcing capabilities. Third, the acquisition brings two experienced leaders who will hold key positions on the leadership team and will help us in the realization of our strategic objectives."

Gary added, "We are creating an Asia/Latin America business unit in order to take advantage of the market opportunity that these regions present. We have a growing list of existing and prospective multinational customers that have needs throughout the Asia-Pacific and Latin America regions. Further, these markets are growing rapidly and are filled with potential new customers. This is a significant and strategic step for TechTeam."