

DATE

September 23, 2013

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Scott Wieler
CEO

DC Advisory advised Pivot Data Centres on its sale to Rogers Communications



CALGARY, Alberta, Sep 23, 2013 — Sverica International, a private equity investment firm, announced today the sale of its portfolio company Pivot Data Centres Inc. (“Pivot”) to Rogers Communications Inc. (“Rogers”) for C\$155 million. Based in Calgary, Alberta with an additional facility in Edmonton, Alberta, Pivot is a leading data centre solutions provider in Western Canada, specializing in colocation as well as data centre design, maintenance, and relocation.

Sverica acquired a controlling interest in Pivot (formerly Care Factor Computer Services Inc.) in November 2009. Over the course of its investment, Sverica enhanced strategic focus on Pivot’s colocation services, identified Edmonton as an attractive growth market, added depth to management, and facilitated capital investment for significant capacity expansion to support rapid growth.

BMO Capital Markets and DC Advisory* served as financial advisors to Sverica and Pivot.

**Find out more about DC Advisory >*

Sverica identified the growth opportunities available in colocation and the Western Canadian market specifically, and the vision we shared with management for Care Factor in 2009 is embodied in Pivot’s accomplishments since and its momentum today. Pivot has emerged as a leader in Alberta due to its steadfast focus on delivering flexible and reliable colocation services to its clients, and this commitment to client service and support from a strong partner like Rogers will position Pivot for continued growth. This transaction represents a great outcome for

Sverica's investors and Pivot's management and employees.

Frank Young
Managing Director at Sverica

It has been a privilege working with Sverica, and the Board as the CEO of Pivot, and I am very proud of what we have accomplished. This transaction is a huge milestone and it represents a tremendous endorsement for all the hard work and effort from Pivot employees over many years in building a great company. Looking forward, we are very excited to be joining Rogers' Business Solutions as part of the BLACKIRON Data brand. Pivot's footprint in Alberta helps to complement Rogers' data centre coverage nationwide, making this an excellent fit.

Michael Koury
CEO, Pivot