

DATE

September 02, 2012

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Joel Strauch
Managing Director

DC Advisory advised Vazata on a \$13m capital raise from Altpoint Capital

VAZATA

ALTPPOINT CAPITAL

VAZATA, a leading provider of complex managed hosting, Infrastructure-as-a-Service (IaaS) and colocation, today announced it has raised \$13 million in growth equity to accelerate expansion initiatives and take advantage of current sales momentum. The \$13 million total includes a lead investment from Altpoint Capital Partners LLC and follow-on investments from existing investors Ballast Point Ventures and Lance Black, CEO of VAZATA.

Over the past 24-months, VAZATA has launched successful new products and services, secured important infrastructure accreditations like FISMA compliance and SSAE 16 Type II audits and added customers in a wide breadth of sectors including U.S. Federal Government Agencies, Software-as-a-Service providers, sports and entertainment, healthcare, legal, consumer products/services and non-profit organizations.

U.S. market growth projections for cloud services and IaaS are significant. VAZATA's history of achievement in both the Government and Commercial sectors speak to the attractiveness of their highly secure and compliant product offerings. Lance and his team have a solid vision for growth and we look forward to working together with management and Ballast Point on the many opportunities that lie ahead, said Anish Sheth, Principal, Altpoint Capital.

Altpoint Capital joins Ballast Point Ventures as the second institutional investor in VAZATA. Paul Johan, Partner at Ballast Point Ventures, commented, we view this as a critical step in the process of not only expanding VAZATA's market presence in terms of solution offering and customer portfolio, but also in accelerating VAZATA's growth rate.

This investment allows for further expansion of our vStructure IaaS platform, geographic presence and professional resource pool. We've realized steady growth in all lines of our business including managed

services, virtualization solutions and traditional colocation, and we've been able to secure new customer engagements in both the government and enterprise sectors. The next milestone is to make strategic investments that will increase that momentum. We couldn't have chosen a more ideal partner than Altpoint Capital. They understand the dynamics of our industry, share a common vision and have a proven track record of success.

Lance Black
CEO of VAZATA