



Pivotal Group Portfolio Company, Global Capacity, Completes Acquisition of MegaPath's Network Services Business

Pivotal Group Positioning Global Capacity to Disrupt the Global Data Connectivity Market

Phoenix, AZ, USA, January 06, 2014 – Pivotal Group, a diversified investment company focused on private equity and real estate, today announces the completion of its acquisition of MegaPath's Network Services Business. Pivotal Group is merging its Portfolio Company, Global Capacity, with MegaPath's Network Services business unit creating a \$300 million company, uniquely positioned to change how businesses and service providers buy data network connectivity. The acquisition expands and enhances Global Capacity's award-winning [One Marketplace](#), an innovative platform that leverages a unique combination of aggregation, automation and information to streamline and simplify the process of designing, pricing, procuring and delivering data connectivity solutions.

"Market factors, including Ethernet and cloud growth as well as the proliferation of higher bandwidth applications are creating unprecedented demand for connectivity services," said Erin Dunne, Director of Research, Vertical Systems Group. "Global Capacity and MegaPath's combined network and automation systems form a business that eases the process of extending network connectivity."

Global Capacity's combination of online applications and global network reach enables efficient, cost-effective fulfillment of connectivity solutions to over 14 million businesses across the U.S. Its innovative systems automate greater than 70% of orders from design to bill, setting the standard for efficient and software-enabled services. The platform processes over 26 million connectivity quotes annually, with the One Marketplace analytics engine providing unprecedented visibility and transparency into the highly fragmented global connectivity market.

With ubiquitous network connectivity to and from cloud, Internet, wireless and private networks, the platform leverages [41 Points of Presence \(PoPs\)](#), 2,007 Central Offices (COs) and over 4,500 last-mile network interconnections to deliver on its brand promise of Connectivity Made Simple to over 20,000 business and over 400 application service providers, telecommunication carriers, managed service providers and system integrator customers.

"We believe Global Capacity's management team, leading technology, and global reach uniquely position the company to fundamentally transform the way companies buy network connectivity," states F. Francis Najafi, Founder and CEO of Pivotal Group. "Completing the acquisition of the MegaPath strategic assets will scale our platform and significantly improve our competitive pricing capabilities in the market place."

Global Capacity will remain a privately held company owned by [Pivotal Group](#). The Company



will continue to be led by a seasoned executive team including [Jack Lodge, President](#), Ben Edmond, Chief Revenue Officer, and Vic Pierni, Chief Financial Officer. The executive team will be strengthened with the addition of former CIO of MegaPath, Cornelia Pool, who will serve as Global Capacity's Chief Technology Officer; and former MegaPath Vice President of Regulatory Affairs, Katherine Mudge, who will serve as Global Capacity's EVP & General Counsel. Financial terms of the acquisition were not disclosed.

"The disruptive nature of the One Marketplace platform has become increasingly self-evident in the market, and the ability to accelerate the scale and competitiveness of our platform through the addition of these assets is very exciting," says Jack Lodge, President of Global Capacity. "We will continue our drive to fundamentally change the landscape of the global data connectivity market, and this acquisition accelerates the pace at which we can continue to disrupt the status quo."

For more information about how Global Capacity is changing how the market buys network connectivity, visit www.globalcapacity.com.

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About Pivotal Group

Pivotal Group is a diversified investment company focused on private equity and real estate, headquartered in Phoenix, AZ. Pivotal Group invests in companies across a diverse range of industries, including technology, telecommunications, media, aerospace, and business services among others. Pivotal Group focuses on companies that lead their market segments, show growth potential, and exhibit attractive margins. Their most important investment criterion is an outstanding management team. They seek companies with market values between \$50 million and \$500 million. Additional information can be found at www.pivotalgroup.com.

About Global Capacity

Global Capacity is the leading connectivity as a service company that improves the efficiency and reduces the cost of data network services globally. Through its One Marketplace, the company brings together customers and suppliers through an automated platform that provides ubiquitous network solutions that deliver on its brand promise of Connectivity Made Simple. Global Capacity delivers its innovative solutions to telecommunication carriers, managed service providers, system integrators, and enterprise customers globally. Additional information can be found at www.globalcapacity.com or by following Global Capacity on [Twitter](#) and [LinkedIn](#).

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