



## Cobalt advises on Touchpaper acquisition by Avocent

**London, July 8, 2008** – Cobalt, the corporate finance Technology, Media and Telecoms sector specialist, announced today that it has advised Touchpaper Group Limited, a UK-based privately held provider of IT business management solutions, on its sale to Avocent Corporation (NASDAQ: AVCT), for approximately £23 million.

In acquiring Touchpaper, Avocent further extends its portfolio of incident management, problem management, and service desk capabilities. Today, Avocent's use of Touchpaper technology enables service desk technicians to consolidate call logging, problem management, configuration management and change management into a single application that greatly smoothes the process of trouble ticketing for customers.

Avocent plans to integrate Touchpaper technology with its management software and platforms to bring service desk functionality to data centres, enabling a tighter coupling of service management into IT Operations Management.

Paddy McCWire, partner at Cobalt, commented, "Cobalt has a long established relationship with Touchpaper and advised on the original management buy out in 2001. This is an excellent deal for all parties involved and highlights the continued interest from US buyers in UK based technology businesses. This is the fourth sale Cobalt has advised on in the last year involving a US company."

Avocent Interim CEO Edwin L. Harper, said "With this acquisition, Avocent continues to expand the IT Operations Management solutions that reach from the desktop to the data centre. The Touchpaper technology has been integrated into the Avocent LANDesk Service Desk product for nearly two years. This acquisition will broaden our desktop management solutions as well as fully integrate with our existing data centre solutions."

### **Media information**

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## **Cobalt Corporate Finance**

Cobalt was founded in 1996 to provide independent, practical M & A and fundraising advice to mid-market Technology, Media and Telecoms companies. As this is the firm's sole focus it is able to combine expert advice with deep knowledge of the dynamics and activities in these sectors. The team provides a combination of backgrounds and sector expertise from senior roles in industry, private equity and advisory firms and between them they have completed over 100 transactions across the full spectrum of Technology, Media and Telecoms businesses.

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