

Incentra Solutions, Inc. Acquires Helio Solutions, Inc.

"Helio brings to Incentra experienced management and an excellent professional staff with a successful track record.

– **Thomas P. Sweeney**,
Incentra Solutions Chairman & CEO



Overview

Incentra Solutions, Inc. is a provider of complete IT and storage management solutions to enterprises and managed service providers in North America and Europe. The Company's growth strategy involves the acquisition of systems integrators with existing direct sales organizations serving the enterprise market. By acquiring quality, storage-focused VARs, managed service providers and IT solutions providers, Incentra complements its organic growth plan by broadening its technology solutions, adding to its sales and engineering resources and improving its competitive position.

Pagemill Engagement

Pagemill Partners has played a key role in the development of Incentra's acquisition strategy. The firm manages the entire acquisition process, from the identification of acquisition targets, to the assessment of their strategic and cultural fit and the determination of targets valuation. Once targets have been identified and qualified, Pagemill Partners negotiates the term sheets and definitive agreements, and coordinates due diligence.

The success of the partnership is evident in the successful acquisition history and Incentra's industry accolades. Pagemill Partners has advised Incentra Solutions in six acquisitions to date. In 2007, Pagemill Partners advised Incentra in the purchase of two companies, SSIHubcity and Helio Solutions. These acquisitions are further important steps in Incentra's growth strategy.

Pagemill Delivers Results

Pagemill has been instrumental in helping Incentra find and acquire complementary solutions providers. The results are twofold: For the acquired companies, acquisition and integration into Incentra helps the companies overcome the traditional challenges of price pressure, capital requirements, incomplete solutions etc. For Incentra, the involvement of Pagemill has allowed the company to quickly move to a position of international IT solutions provider. Incentra has been named 2007 Company of the Year by VAR Business, was named to the CRN Fastest 100 Growth Companies 2007 as well as the Deloitte & Touche 2006 Fast 500.