

## Riverside Partners To Make Major Equity Investment in Albany NY-Based Telecom Company, Tech Valley Communications

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Riverside Partners a Boston-based private equity firm, announced today that it has signed an agreement to make a significant investment in Tech Valley Communications. Tech Valley Communications, headquartered in Albany, NY, is a facilities-based provider of fiber optic telecommunication and Competitive Local Exchange Carrier (CLEC) services to enterprise customers. The transaction for an undisclosed sum is expected to close following regulatory approvals in approximately 45 days.

Tech Valley Communications was founded in 1999 and has experienced steady, organic growth over the past decade. The Company expanded its local presence through the successful acquisition of GFC Communications in 2000 and subsequent merger with Mid-Hudson Communications in 2002. Today, Tech Valley owns and operates an extensive fiber optic network throughout New York's "Tech Valley" and serves most of the region's leading enterprises. Tech Valley Communications offers a full range of services including high-speed data, Internet, voice and co-location services. The company has received a NYS Public Service Commission's Commendation for Excellent Service each of the past six years.

"My management team and I are proud of the reputation for outstanding customer service that Tech Valley Communications has established in the Capital Region and we are excited about our partnership with Riverside Partners. Our goal is to continue offering the highest quality, most reliable telecommunications services in the region, and accelerate our expansion," said Kevin O'Connor, Chief Executive Officer and co-founder of Tech Valley.

"We believe Tech Valley is poised for significant growth," said Steven F. Kaplan, a General Partner at Riverside Partners. "Kevin and his team have built the deepest fiber footprint of any CLEC in the region. Tech Valley's FirstLight fiber network is reliable, cost effective and offers the mission critical high bandwidth services that customers are increasingly demanding. Their reputation in the market is outstanding."

"We met with many investor groups over the past year and selected Riverside Partners because of their deep experience in the technology sector as well as their strong reputation for partnering with management to help businesses achieve their next stage of success," explained O'Connor. "The Tech Valley Communications management team is committed to growing our business and continuing to serve large and small businesses, colleges, hospitals, public safety agencies, governments and other enterprises throughout the Tech Valley region."

### About Tech Valley Communications

Tech Valley Communications, headquartered in Albany NY, is the region's preeminent provider of voice, data and related services over its advanced FirstLight® fiber optic and broadband wireless networks. Focusing on business enterprise and high demand customers, Tech Valley Communications owns and operates a network of over 440 route miles and over 32,000 strand miles of fiber optic cable connecting 450-plus commercial office buildings serving more than 900 customers in the Tech Valley Region of Upstate New York. For more information, please visit <http://www.techvalleycom.com>.

# Riverside PARTNERS

## **About Riverside Partners**

Founded in 1989, Riverside Partners is a middle market private equity firm currently investing Riverside Partners Fund IV, L.P. The fund focuses on growth oriented companies primarily in the healthcare and technology industries. Riverside Partners is particularly experienced at partnering with founders, owners and management teams and it brings substantial domain expertise and operating experience to its portfolio companies. The partners at Riverside Partners have managed more than \$500 million in investments in over 50 companies. The firm is currently focused on companies with revenues between \$20 and \$200 million and with \$5-\$25 million of EBITDA. For more information, please visit <http://www.riversidepartners.com>.

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