

Riverside Partners' Portfolio Company, Alteris Renewables, Wins Green/Environmental Deal of the Year Award

Revenue has doubled since Riverside Partners' structured merger of Solar Works and Solarwrights to create Alteris Renewables

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[Riverside Partners'](#) portfolio company, [Alteris Renewables](#), received the 'Green/Environmental' Deal of the year award at the 8th annual M&A Advisor Awards Gala in New York last week. In October, 2008, Riverside Partners structured and invested in the successful merger of Solar Works and Solarwrights, two renewable energy integration companies, to create Alteris Renewables, now the leading renewable energy integrator in the Northeast.

The combined company brought together the region's leading designer and installer of commercial solar systems with the region's largest residential solar energy provider. Driven by greater scale, superior customer service and extensive sales and marketing capabilities, the company has become the largest renewable energy integrator in the Northeast. In addition to solar electric and solar thermal expertise, the company provides its customers with wind energy solutions.

Alteris Renewables leverages more than 30 years of renewable energy expertise and a seasoned staff now at 160 employees to provide a full spectrum of sales, service and support to residential and commercial customers in the Northeast.

"We thank the M&A Advisor for this award, which is a credit to both Riverside Partners and the team at Alteris," said Steve Kaufman, CEO of Alteris Renewables. "Riverside Partners targeted the cleantech sector with the goal of creating the leading renewable energy integration company in the Northeast. They engineered the investments in Solarwrights and Solar Works and helped plan and execute the integration of both companies to form Alteris Renewables. The team at Alteris hit the ground running after the merger and stayed focused on delivering growth and customer satisfaction. As a result Alteris has doubled sales since the investment last fall, despite a challenging economic environment."

The 8th annual M&A Advisor Awards Gala honored excellence in deal-making for transactions over \$10 million in value for 2009. The gala is one of the biggest and most exclusive networking events in the M&A industry.

"As part of Riverside Partners' twenty year focus on technology investing, the firm has been targeting the renewable energy sector and has acquired Alteris Renewables. We are excited about partnering with the exceptional group of solar and wind executives at Alteris Renewables and we appreciate the recognition from the M&A Advisor," said David Belluck, General Partner at Riverside Partners and Chairman of the Board of Alteris Renewables.

"The Alteris deal, conceived of and led by Riverside Partners, was selected based on the creativity, potential for value creation and the importance of the transaction to the middle market clean technology deal community," said Roger Aguinaldo, CEO of the M&A Advisor.

The M&A Advisor has been the preeminent organization facilitating the connection of professionals and recognizing achievement in the top performers of the M&A, and financing industries since 1998. The Awards Gala recognizes excellence in M&A deal making and the top performers throughout the industry in a wide range of categories.

About Alteris Renewables

Alteris Renewables is the largest design-build renewable energy company in the Northeast, with more than 2,250 completed installations across eight states. Ranked as one of the top 10 fastest growing energy companies in the Inc. 500, Alteris provides turn-key solar electric (photovoltaic or PV), solar thermal, and wind energy solutions for commercial, residential, education, government and institutional clients. The company has industry-leading expertise in engineering, design, project management, performance analysis, project financing and renewable energy credit programs. More information about the company can be found on the website, www.AlterisInc.com.

About Riverside Partners

Founded in 1989, Riverside Partners is a middle market private equity firm focusing on growth-oriented companies in the healthcare and technology industries. Riverside 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 have managed more than \$500 million in investments in over 50 companies. The firm is currently focused on companies with revenues between \$20 - \$200 million and with \$5 - \$25 million of EBITDA.

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