

Tailwind Capital Invests in Core BTS

New York – September 2018 – Tailwind Capital, a leading middle market private equity firm investing in growth-oriented companies in targeted sectors within business services, healthcare and industrial services, announced its acquisition of Core BTS. Core BTS is a customer-centric technology consulting firm focused on networking, collaboration, security and data center solutions.

Core BTS is dedicated to transforming IT experiences and delivering value to its clients. With 15 offices across the Northeast and Midwest, Core BTS employs a team of IT consultants and engineers that provide design, implementation, and on-going support services. Core BTS has over 1,000 active customers across diverse industries, including healthcare, education, financial services, gaming and manufacturing.

Walter Cook, CEO of Core BTS, commented, “We are thrilled about our partnership with Tailwind and are excited for the next phase of Core BTS’s growth. We are looking forward to working with the Tailwind team to leverage their extensive experience within the technology services space, as we look to expand the breadth of our solutions portfolio.”

Adam Stulberger, Partner at Tailwind commented, “Core BTS has invested heavily in becoming a leading consulting and managed services organization, advising its clients on their most important IT purchasing decisions. We believe the company is well-positioned to capitalize on trends within the IT outsourcing market, which benefit more agile solution providers, like Core BTS.”

Jim Hoch, Partner at Tailwind, added, “The Core BTS team has done an outstanding job creating a solution provider with exceptional customer service. We are excited to support the team in its next stage of growth.”

Tailwind plans to support Core BTS’s leadership team in building one of the leading solution providers in the market through targeted growth initiatives and a focused M&A strategy. Paul Lidsky, former CEO of Datalink, joined Core BTS as Chairman of the Board concurrent with the closing of the deal. Edison Peres, former Senior Vice President at Cisco Systems, will remain on the Company’s Board post-close and will continue to play an integral role in shaping the Company’s growth strategy.

Core BTS was advised by Raymond James and 360 Advisory Group on the transaction.

About Core BTS:

Core BTS is a solution provider focused on customer-centric software, technology and related IT infrastructure and technology services to corporate and government clients. Core BTS solves complex business needs across networking, collaboration, security and data center infrastructure. Core BTS’s capabilities include technical support and managed services of existing infrastructure, security and networking advisory and assessments and remote monitoring support for hardware and software.

About Tailwind Capital:

Tailwind Capital is a leading middle market private equity firm focused on growth-oriented investments in targeted sectors within business services, healthcare and industrial services. Tailwind partners with experienced management teams and entrepreneurs to transform businesses through organic growth initiatives, acquisitions, and operational and strategic investments. Since inception Tailwind has managed over \$3.6 billion of committed equity capital, and has invested in 38 portfolio companies and over 65 add-on acquisitions.