

THOMPSON STREET

CAPITAL PARTNERS

For immediate release

THOMPSON STREET PORTFOLIO COMPANY TIERPOINT ACQUIRES XAND

ST. LOUIS (December 2, 2014) – TierPoint, LLC (TierPoint), a Thompson Street Capital Partners (TSCP) portfolio company, today announced the acquisition of Xand (www.xand.com) from an affiliate of ABRY Partners. Xand is a leading, privately held provider of colocation, cloud, disaster recovery and managed services with six data centers located in New York, Pennsylvania, Connecticut, and Massachusetts. Terms of the sale were not disclosed.

According to Bob Dunn, Managing Director of Thompson Street, the acquisition of Xand is the seventh for TierPoint, LLC. “With the closing of this deal TierPoint now operates 13 highly redundant, Tier III-plus data centers with nearly 300,000 square feet of raised floor. This represents a significant expansion of its national data center footprint,” Dunn said. The consolidated company will also share a common cloud infrastructure supported by industry-leading partners such as Cisco, NetApp, and Fortinet.

Said Paul Estes, CEO of TierPoint, “We are excited to welcome the Xand employees and customers to the TierPoint family. This acquisition brings together two very similar corporate cultures focused on providing enterprise-grade solutions and excellent local customer service. Geographically, it gives us a nice northeastern presence, enhancing the choices we can offer TierPoint’s current and future customers as well as our legacy Xand customers.”

Xand is PCI DSS, PCI Cloud, HIPAA and SSAE16, and services more than 1,200 clients including businesses large and small across regulated and non-regulated industries.

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