



PRIVATE EQUITY

SELECT COMPANIES ACQUIRED, HELD OR SOLD



Global Capacity is the first telecom logistics company globally servicing system integrators, carriers and enterprise customers. Utilizing a proprietary knowledge base of global telecom pricing and supply data, customized tools that analyze and optimize complex networks and structured processes, the firm improves company efficiency, reduces costs and simplifies operations. The firm was acquired in January 2011.



Acquired in November 2003, Network Solutions was the largest domain-name registry in the world. Working with management, Pivotal expanded the Virginia-based firm's products to include website design and hosting, ecommerce solutions, online security and search engine marketing and optimization services. As a result, the firm's revenue grew from \$171 million to more than \$300 million over three years. The firm was sold in March 2007 for \$800 million to General Atlantic Partners.



Pivotal Group acquired NXSystems in 2009. Based in Los Angeles, the company developed a groundbreaking technology for providing digital in-room entertainment to the luxury hotel market. Today, the firm's platform enables advertising agencies, third-party ad networks, local businesses and national manufacturers to reach consumers within high-end demographics on a cost-effective basis.



Wellements, a progressive nutrition company in Scottsdale, Arizona, was acquired by Pivotal in 2004. The company provides a variety of supplements to assist fitness and health enthusiasts.

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