

Merger and Acquisition Trends in the Communications Market: What You Need to Know

An ECA Webinar FREE for NATD Members

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Presenter:

Chris Younger, Managing Director, CapitalValue

Consolidation is a key word in the convergence market today. You may hear soon from someone interested in purchasing your business, establishing a partnership with you, or even selling out to you. Will you be ready for the call? [Register now](#) for this ECA webinar on mergers and acquisitions and make sure you'll know what to do when approached.

As the industry continues to move toward more IP-telephony installations, the reseller market remains highly fragmented between those coming to the market from the voice side and those coming from the data side. The technical skills and requirements to be a successful reseller in the convergence market are expanding, making the industry ripe for players seeking to increase their scale to make the appropriate technical and personnel investments to remain competitive. Furthermore, as the industry grows and more capital is available for acquisitions, there are more acquirers in the market. As a result, companies like yours should invest the time to understand what's happening in the M&A market and how you can prepare your company to participate.

Chris Younger, Managing Director of CapitalValue, is also the founder and Chief Executive Officer of the Silvercloud Companies and helped found and was the President and Chief Operating Officer of Expanets, a \$700 million company and the nation's largest and leading provider of converged communications solutions. During his tenure with Expanets, Younger managed the acquisition of 27 different businesses, ranging in size from \$2 million to over \$1 billion in annual revenues, leading to Expanets' acquisition by Avaya in late 2003. Younger is also the Founding Chairman and a Board Member for the Enterprise Communications Association.

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