



Movero, PINNACLE and Veramark merge to form Calero Software

Backed by Clearlake Capital Group, the newly formed Calero Software will offer complete communications lifecycle management software and solutions to enterprises worldwide

Rochester, NY and Atlanta, GA (Dec. 9, 2013) – Clearlake Capital Group, L.P. today announced the formation of Calero Software, LLC (“Calero” or the “Company”), a leading provider of Communications Lifecycle Management (CLM) software and related solutions to enterprises globally. Calero combines the business operations of three leading companies — Movero Inc., PINNACLE and Veramark Technologies — to create a new company poised for rapid growth and global expansion with long-term capital, enhanced offerings and expanded operational expertise from a world-class management team.

Calero is a trusted technology partner to more than 4,000 customers throughout the United States and in more than 40 countries. Veramark Technologies, Inc. and PINNACLE, both based in Rochester, NY, combined have more than 50 years of telecommunications management software experience that is being enhanced with the addition of Movero, a mobility management services expert based in Atlanta, GA. Each business possesses a strong background in telecom expense management, managed mobility services, and mobile device management, with all three businesses having been recognized by Gartner Inc. for inclusion in the magic quadrant for Telecom Expense Management.

“We are committed to building a market-leading global company via a combination of organic growth and acquisition, ultimately providing more dynamic and expanded services to our current and future customers,” said Kevin A. Wood, Executive Chairman of Calero and Operating Advisor at Clearlake Capital Group. “Enterprises need a solid partner to ensure they have the right technology and processes in place to manage all business communications management needs. This merger creates a company that delivers this needed solution, with increased resources, a larger market share and greater opportunities for innovation.”

The Company anticipates a seamless integration of the CLM companies, which will collectively offer software and services and mobility management solutions that enable customers to gain greater financial and operational control over communications systems and budgets by leveraging real-time intelligence, leading to improved and sustainable ROI and efficiency. Calero will continue to sell and support the existing platforms from each business and will ultimately offer an integrated platform.

“We are excited to be sponsoring a new, high growth business through the formation of Calero. It is a rare opportunity to bring together three complimentary, strong businesses to create a company that immediately ranks among the market leaders.” said Behdad Eghbali and Prashant Mehrotra of Clearlake Capital Group. “We see the formation of Calero as an incredible opportunity to provide enterprises an exciting choice to gain greater efficiency and effectiveness for their communications systems and spend, and to understand and take advantage of the BYOD trend. Calero will have the scale, breadth of

capabilities and resources to extend its initial leadership position and to offer robust solutions to grow with the needs of its clients.”

The management team of Calero is a blend of executives from Movero, PINNACLE and Veramark. The combined organization has an expanded global presence with sales and support personnel located around the world. The combination of three strong companies offers customers access to an unrivaled pool of expertise and resources and the broadest range of CLM solutions.

Quotes from Leadership of Movero, PINNACLE, and Veramark:

“We all have long shared the same goals in communications management, as we proactively and aggressively stay on top of technology changes and mobility challenges for our customers. And now with this new partnership and combined resources and expertise, Calero is a key player and strong leader that can thoroughly support the communications needs of a global workforce.”

— Will Nankivell, Movero Inc.

“We now will be a company that is a true strategic partner in delivering comprehensive solutions. This partnership ushers in a new dimension of focused operational control and at the same time creates a global CLM powerhouse serving thousands of enterprise customers, many of which are Fortune 500 companies and premiere public institutions.”

— Larry Foster, PINNACLE

“The combination of technology, experience, and investment capital will position our new company for dramatic growth. We believe that organizations looking for help with their enterprise communications environment will be happy to see us as a new, highly-focused prospective partner and one with the capabilities to deliver a complete, global solution.”

— Tony Mazzullo and Tom McAlees of Veramark Technologies

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About Calero

Calero is a true alternative to the status quo in communications management, with a commitment to innovation and customer service. As a new leader in Communications Lifecycle Management (CLM), Calero offers a suite of global solutions for fixed and mobile Communications Expense Management (CEM), Managed Mobility Services (MMS), Enterprise Mobility Management (EMM), and IT Services Management. Calero was formed in December 2013 through the merger of Veramark Technologies, PINNACLE and Movero — combining decades of communications management expertise under one name, to challenge convention and change the world of enterprise communications management for the better. Calero has thousands of customers in the United States and more than 40 countries worldwide, including FORTUNE 1000 corporations, universities and government agencies. Calero is headquartered in Rochester, NY, with additional offices in Georgia, Ohio and Tennessee, and is wholly owned by Clearlake Capital Group. For more information, visit www.calero.com.

About Clearlake Capital Group

Clearlake Capital Group, L.P. is a private investment firm focused on special situations and private equity investments such as corporate divestitures, recapitalizations, buyouts, reorganizations, turnarounds and other equity investments. Clearlake seeks to partner with world-class management teams by providing patient, long-term capital and operational expertise to invest in dynamic businesses. Clearlake currently manages approximately \$1.4 billion of equity capital, and Clearlake’s founding principals have led over

70 investments totaling more than \$3 billion of capital in sectors including software, business services, communication, consumer products/retail, defense/public safety, energy/power, healthcare, industrials, media, and technology. For more information, please visit www.clearlakecapital.com.

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