

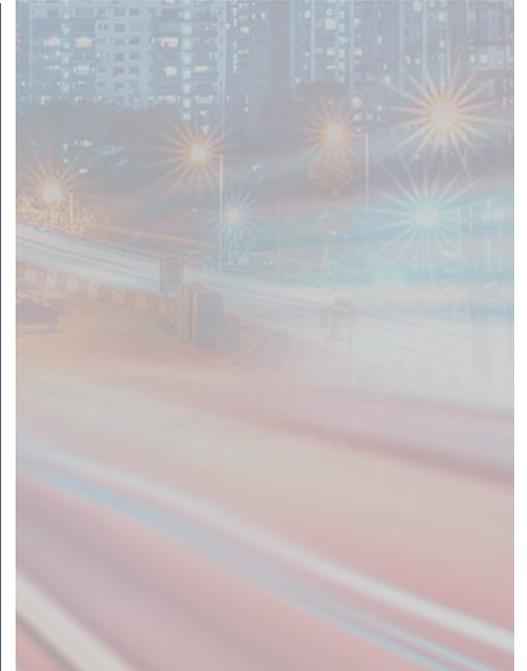
OCTOBER 2018 DEAL OF THE MONTH

# CLAIRFIELD ADVISES STARHOME MACH ON ITS SALE TO TELARIX



was sold to

***telarix***



# CLAIRFIELD ADVISES STARHOME MACH ON ITS SALE TO TELARIX IN GLOBAL TELECOM DEAL

## Transaction summary

Starhome Mach, a provider of wireless mobility solutions owned by Fortissimo Equity Partners, was sold to Telarix Inc., a portfolio company of Vista Equity Partners, for USD 100 million.

## Profile of the companies



Starhome provides an array of wireless mobility services, including data exchange between mobile providers, financial clearing, steering of roaming, real time anti-fraud, analytics, and IoT. The company provides mobile solutions and services for operators and other communication environments worldwide.



Fortissimo Capital is a leading Israeli private equity fund that invests primarily in technology and industrial companies.



Telarix provides interconnect business optimization solutions services and business support systems to telecom operators in over 200 countries using a community of over 4000 telecom providers.



Vista Equity Partners, a US-based investment firm with offices in Austin, San Francisco, Chicago, and Oakland has more than USD 30 billion in cumulative capital commitments in software, data and technology-enabled organizations.

## Transaction rationale

The acquisition positions Telarix, a Vista portfolio company, as a leader in the mobile value-added services industry with the addition of Starhome's roaming cloud-based solutions, including data clearing and reporting. The combination of Telarix and Starhome Mach creates the first and only end-to-end technology solution provider enabling telecommunication companies to optimize global connectivity in the digital transformation era. This merger will allow communication service providers (CSPs) to better serve the needs of their market segments.

The merger of Telarix and Starhome Mach will lead to a new company with a community of thousands of carriers and deployments in over 400 of the largest CSPs globally across more than 130 countries.

## Clairfield role

Clairfield International acted as the exclusive financial advisor to Fortissimo Capital, selected by the private equity shareholders of Starhome Mach due to our demonstrated expertise in the telecom sector.

Lead dealmaker Joseph Sabet swiftly identified the US company Telarix as the ideal buyer. With the acquisition of an in-house solution from Starhome, Telarix would no longer have to outsource financial clearing. Joseph recognized that the acquisition would enable Telarix to bring Starhome solutions to its 4000 customers, significantly improving its margins and broadening its product range.

As an advisor Joseph introduced the parties and got the buyer interested. With the logical buyer identified at the start of the process, Joseph was able to avoid a distracting and arduous auction process and successfully turned the buyer interest into a closed deal.

# CLAIRFIELD IS A LEADING MIDMARKET M&A ADVISOR WITH EXPERTISE IN TELECOM

## Thomson Reuters Rankings

HIGH TECHNOLOGY

Financial advisor	2017 Rank
Ernst & Young	1
Rothschild & Co	2
PricewaterhouseCoopers	3
Lazard	3
<b>Clairfield International</b>	<b>5</b>
KPMG	5
IMAP	5
BDO	8
Raymond James Financials Inc	9
Globalscope	10
Oaklins	11
Deloitte	12

## Clairfield track record in telecom

ISRAEL

 acquired 	 was sold to 	 was sold to 	 acquired 
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INTERNATIONAL

Canada/Germany  acquired 	Poland  Fairness opinion for <b>Virgin Mobile Polska</b> 	Norway  acquired <b>Otera XP AS</b>	Finland  acquired 
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UK  was sold to 	Norway  was sold to <b>MOBITALK.</b>	Poland  merged with 	Australia/Germany  was sold to <b>SIEMENS</b>
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