



# TELESOFT

We are delighted to announce that MDSL has now been combined with Telesoft, following a strategic investment by Sumeru Equity Partners (SEP). The combination of our organizations will increase scale, global delivery capability and continue to emphasize our core value of outstanding customer service.

We know from our experience in the TEM industry that bigger doesn't automatically mean better for customers. With this in mind, our decision to partner is the result of a strategic move discussed over several months, ensuring our unique strengths and capabilities would combine to put us in the strongest possible position for growth, innovation and customer success.

The expanded MDSL will operate under a single, global operational model and will offer two distinct software platforms targeted for two separate market segments—one serving global enterprises with a pure SaaS model and the other serving US-based organizations with a hybrid, on-premise license or managed services model. We are delighted with the reputation both companies have for delivering value and providing outstanding customer service in their respective market segments, and so we see no reason to merge technology platforms or move customers from one platform to another. We maintain a commitment to both platforms, with a distinct product roadmap that will last over 10 years, providing customers with continued, uninterrupted high-quality service.

MDSL has been succeeding in winning world-class enterprise customers. We are greatly surpassing the growth rate of the TEM market, based on our outstanding customer service, advanced software platform and unique global capabilities. This investment provides us with the ability to meet the huge demand we have been experiencing over the last few years and accelerate the development of our existing TEM and financial sector products. We look forward to sharing the best features between our two complementary platforms, and a boost into the development of newer categories like cloud, IoT, and the next generation of enterprise technologies.

We strongly believe that this combination is very attractive for the TEM market and for the domestic and global organizations looking for solutions. We think it's no coincidence



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that the two fastest growing providers in the TEM market are those most often recognized for outstanding customer service. These companies combined is only going to lead to further growth, and establish MDSL as a clear market leader.

**Ben Mendoza**

**Chairman, MDSL**

**Charles Layne**

**CEO, MDSL**

**Thierry Zerbib**

**Chief Architect, MDSL**