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Market Announcement

Sumeru Equity Partners (“SEP”) has acquired MDSL and made a strategic investment in support of the company’s continuing growth, strengthening its position as a global TEM leader. SEP will combine its Telesoft investment into MDSL. SEP has owned Telesoft for nearly one year and has experienced strong success in growing the business and scaling operations. The combination of the MDSL and Telesoft organizations will increase scale, global delivery capability, and continue to emphasize the core value of outstanding customer service.

Who is Telesoft and what do they do?

Telesoft’s vision is to become the worldwide leader in recurring expense management, with a relentless pursuit of cost savings and simplicity; through best-in-class people, processes, and intelligence.

Who is MDSL and what do they do?

MDSL are world leaders in Technology Expense Management and related services. MDSL partners with enterprises to provide clarity, control, compliance, and cost savings across their global technology estates. MDSL provide a unified expense management platform encompassing categories such as telecoms, cloud services, the Internet of Things and Financial Market Data. By providing best practice procedures, unparalleled visibility of spend and automating time-consuming processes, MDSL help ensure global digital transformations are smooth, secure and cost-effective. For more information, visit www.mdsl.com

Who is Sumeru Equity Partners and what do they do?

Sumeru Equity Partners (SEP) builds growth leaders in mid-market technology. Their portfolio includes software firms such as: Snow, Cybera, Blackline, Talend and Velocity.

What will the name of the new company be?

The combined companies will fall under the MDSL name and brand.

What are the merged company’s vision, mission and values? What are the new company’s objectives?



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Both companies are values-based organizations who share a passion for innovation and an intense focus on customer satisfaction and employee/colleague success. The combined company will continue to embody that same spirit, creating exciting opportunities for employees/colleagues and delivering on our shared goals to bring a broader, richer set of solutions, capabilities, and next-generation software and services across expense management to our customers.

How many employees/colleagues will the new MDSL have and where are they located?

MDSL will have over 350 employees distributed across Europe, North America, Asia and Africa.

Where will MDSL be physically located?

MDSL's corporate headquarters will be located in Phoenix, AZ. London, UK will continue to serve as MDSL's operational headquarters for international customers.

Who will lead the company moving forward?

MDSL's management team will be comprised of Chairman Ben Mendoza, CEO Charles Layne, CTO Simon Mendoza, CFO Tamara Saunders, COO Daman Wood, CAO (EMEA) Lesley Mendoza, and Chief Architect Thierry Zerbib.

What will happen to the MDSL and Telesoft technology platforms?

MDSL has committed to supporting both platforms separately for the next 10 years. This will ensure that customers will not experience any issues which often come with "technology mergers". In the long run, the new MDSL will be able to share development progress and take the best elements out of each platform, where relevant, to better serve all of the loyal customers that have put their trust in Telesoft and MDSL. We will strive to ensure that all our customers will continue with business as usual throughout the merger and into the future.

Market Data Customers

Nothing will change for any of our Financial Market Data customers, MDSL remain dedicated to delivering the best possible solution to the financial technology and market data industries. We will continue to grow as the market leader in this sector and the investment from SEP will guarantee that the development and innovation for our MDM platform will remain a priority for MDSL.



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Where can I go if I have a question?

If you have questions regarding the SEP investment in MDSL or the merger, please send a note to info@mdsl.com.