

SUMMIT PARTNERS

600 ATLANTIC AVENUE • SUITE 2800 • BOSTON, MASSACHUSETTS 02210-2227
TEL 617-824-1000 • FAX 617-824-1100

Mr. Lou Manzo
Chairman
The Davis Group
6610 Cabot Drive
Baltimore, MD 21226

Dear Lou:

Enjoyed talking to you about Capital Alliance. We have known them for over 10 years and they are a premier firm in the industry. You will get senior deal makers instead of young MBA's! I hope that you would consider doing business with them.

As requested, herewith is information on Summit Partners which I hope you will find of interest.

- **With approximately \$1.8B under management, Summit is one of the largest investment partnerships in the United States.** Our firm has invested in more than 145 companies to date, and continues to close 12 to 15 new investments each year.
- **Summit invests in growing, profitable private companies with revenues between \$10 million and \$200 million.** Our preferred investment candidate is a leader in its market niche and is operated by a strong management team. Generally, we focus on businesses with operating margins above 10 percent.
- **Summit is a value-added investor.** We work closely with companies to expand product lines, complete strategic acquisitions, and develop management teams. We also provide liquidity and guidance prior to successful Initial Public Offerings; 14 Summit-backed companies have gone public in the last 12 months.
- **Summit invests in minority or control positions.** In either case, Summit's investment approach is to provide strategic guidance at the Board level rather than detailed management of daily operations. Our approach appeals especially to private business owners by enabling them to achieve immediate financial security, yet retain operational control and significant equity in the continuing growth of their business.