

Case Study: Meriplex Communications



Company Description

Founded in 2001 by Arthur Henley and David Henley, Meriplex Communications is a managed solutions provider specializing in delivering intelligent network solutions, cloud enablement and managed services for the mid-enterprise market. The Company is based in Houston, Texas and serves enterprise customers in Texas and throughout the U.S. utilizing a nationwide network.

Situation Overview

Meriplex was seeking an advisor to assist them in recapitalizing the Company. The Company was looking for a PE partner that could provide liquidity to friends and family shareholders, as well as additional capital and resources to support organic growth and potential M&A activity. Q Advisors was selected based on their knowledge of the cloud and managed services sector and their extensive reach within the private equity community.

Result

Q Advisors ran a tight but highly competitive process that resulted in multiple attractive offers. Clairvest Group was chosen based on its expertise in telecom and IT services and its history of partnering with management teams to drive growth. The transaction allowed certain shareholders to achieve liquidity at an attractive valuation while allowing the senior leadership team to maintain a large ownership stake going forward.



Q Advisors was recommended to us because of their industry-leading footprint in the cloud and managed services space, particularly around managed network and SD-WAN. The firm ran a tight recap process for us with a very good outcome for our stakeholders. Our team is excited about rapidly growing our business with our new partner, Clairvest, and look forward to future transactions with the Q team.

*David Henley,
CEO, Meriplex*

