

CHILDS Advises IGX in its Acquisition by ePlus

Atlanta, GA – January 5, 2016 – CHILDS Advisory Partners (“CHILDS”) served as the exclusive financial advisor to the businesses of IGX Acquisition Global, LLC, IGX Global UK Limited, and IGX Support, LLC (collectively, “IGX”) in its recent acquisition by ePlus Technology, inc. (“ePlus”), an engineering-centric technology solutions provider that helps organizations imagine, implement, and achieve more from their technology.

IGX provides advanced security solutions, secured networking products, and related professional services to a diverse set of domestic and international customers. These customers include commercial, enterprise, and state, local, and education (SLED) organizations. IGX’s services and solutions enable clients to maintain stable, secure, and high performing data and communications networks. IGX is headquartered in Rocky Hill, CT, with offices in metro New York, metro Boston, and London to serve its UK and global customers.

“IGX will enhance our engineering delivery of advanced technology solutions in security and secured networking, expand our geographic footprint in Connecticut, and broaden our customer base in Boston and New York,” said Phillip G. Norton, chairman, CEO, and president of ePlus. “The acquisition of the UK-based subsidiary, IGX Global, will also advance our strategy to better support our US-based global customers internationally. IGX Global’s cross-border relationships have enabled it to meet its customers’ international needs in more than 15 countries.”

“We are excited about becoming part of the talented ePlus team and having the opportunity to expand our current market offerings. The acquisition provides us with the ability to service our clients with a broader portfolio of leading technologies, managed services, and enterprise class secure data center solutions,” said Thomas Duffy, IGX CEO. “The combination of ePlus’ advanced technology solutions and IGX’s long-standing client relationships in the US and the European Union will enhance our combined customer base with more innovative services and solutions.”

Robin Mayo, IGX Co-Owner, added, “CHILDS’ understanding of the strategic landscape, commitment of the team, and counsel and management throughout the process helped make this transaction a success. It has been a pleasure working with the CHILDS team.”

This acquisition was effective December 4th, 2015.

About IGX:

Headquartered in Rocky Hill, CT, IGX focuses decades of experience to help organizations maintain stable and secure technology infrastructures, delivering peace of mind for their clients. By employing a wide range of available technology partners and certified in-house experts, IGX delivers solutions that are an exact fit for its customers’ needs. With a global presence, IGX can guide organizations through some of the most complex technology challenges, including security and secured networking.

www.igxglobal.com.

About ePlus:

ePlus is an engineering-centric technology solutions provider that helps organizations imagine, implement, and achieve more from their technology. With the highest certifications from top technology partners and expertise in key technologies from data center to security, cloud, and collaboration, ePlus transforms IT from a cost center to a

business enabler. Founded in 1990, ePlus has more than 1,000 associates serving commercial, state, municipal, and education customers nationally. The Company is headquartered in Herndon, VA.
www.eplus.com.

About CHILDS Advisory Partners:

CHILDS
ADVISORY PARTNERS

CHILDS Advisory Partners provides exceptional investment banking services to high-performing business services and technology companies. Our unique combination of sector focus, process excellence and strength of team allows us to achieve successful outcomes for our clients. Collectively, our senior bankers have executed over 450 M&A and financing transactions. CHILDS is a member of FINRA and SIPC and is a registered broker-dealer.

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