

## CHILDS Advises Datavail on its Recent Acquisition of Navantis

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**Atlanta, GA – February 14, 2017** – CHILDS Advisory Partners (“CHILDS”) served as the exclusive financial advisor to Datavail, North America’s largest provider of managed services for data integration, management and database administration, in its recent acquisition of Navantis, a 200-person Microsoft Premier Partner based in Toronto, Canada.

Founded in 1998, Navantis has deep Microsoft application modernization, development, integration and management expertise. Navantis has long been recognized as a Microsoft ‘go-to partner’ with its current nine Gold and nine Silver Microsoft Partner certifications. Navantis leverages the entire Microsoft solution stack of technologies to address its clients’ application and data integration business needs. The company’s offerings include application development, support and systems integration across the Microsoft Dynamics CRM, SharePoint and .NET services suites.

“We’re excited to welcome the Navantis team to Datavail to expand and deepen our footprint in the Microsoft application modernization, development and integration space,” said Scott Frock, COO of Datavail. “Their reputation in the Microsoft world among both clients and partners is unparalleled, and we believe we can combine our data-centric expertise with Navantis’ applications expertise to bring an extended range of offerings and solutions to our clients.”

Datavail manages the data services for hundreds of clients, both on premise and in the cloud, and works with those clients on comprehensive, end-to-end managed operations and support.

Andy Papadopoulos, CEO of Navantis, will remain with the organization as head of the Microsoft Solutions Division of Datavail. “Datavail is one of the few companies that has truly built a 24x7 managed services model for its clients,” said Papadopoulos. “Together we can now build and manage our clients’ application and data services so they can focus on growing their businesses.”

Don Holbrook, Managing Director of CHILDS Advisory Partners, commented, “The acquisition of Navantis brings Datavail access to the Canadian talent pool as well as the Microsoft technology stack. It is a great fit for Datavail’s growth plans.”

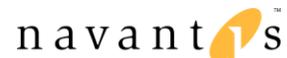
### About Datavail

Datavail Corporation is the largest provider of data integration and database administration services in North America, offering 24x7 managed database and BI/DW services, design, architecture, and staffing. The company specializes in Oracle, Oracle E-Business Suite, OBIEE and OBIA, Hyperion, Microsoft SQL Server, MySQL, MongoDB, DB2 and SharePoint, and provides flexible global service delivery options to meet each customer’s unique business needs. Founded in 2007, Datavail is based in Broomfield, Colorado and supports enterprise clients located worldwide. For more information, visit [www.datavail.com](http://www.datavail.com).



### About Navantis

FFL Navantis is among the largest Microsoft Partners in Canada. The company has worked closely with Microsoft to help mutual clients realize new opportunities and solve business problems with tailored solutions. With more than 18 years of project success, 50+ industry awards and over 40 CRM success stories Navantis has become an IT leader in the Canadian market. More information on Navantis is available at [www.navantis.com](http://www.navantis.com).



### About CHILDS Advisory Partners

CHILDS Advisory Partners provides exceptional investment banking services to high-performing middle market business services, healthcare and technology companies. Our unique combination of sector expertise, process excellence, and a deep, experienced team allows us to achieve successful outcomes for our clients. Collectively, our senior bankers have executed over 450 M&A and financing transactions. CHILDS Advisory Partners was named the 2016 Boutique Investment Banking Firm of the



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