



SILVERWOOD PARTNERS ADDS SENIOR COMMUNICATIONS TECHNOLOGY EXECUTIVE TO TEAM – GEORGE Q. NICHOLS, JR. JOINS FIRM AS MANAGING DIRECTOR

SHERBORN, MA – March 1, 2007 – Silverwood Partners, a specialized technology and healthcare investment banking firm, announced that George Q. Nichols, Jr. has joined the firm as a Managing Director focused on the communications technology sector.

Mr. Nichols was previously a senior executive with Dialogic Communications Corporation, a provider of critical messaging systems that was acquired in late-2006 by PlantCML, a Golden Gate Capital portfolio company. At Dialogic, Mr. Nichols was a group vice president responsible for developing and executing the market entry strategy for the company's critical messaging platform. He also has held senior positions at @FAX Corporation, a messaging technology company, McQueen, Inc., a provider of information services to the technology and communications industries, and Courier Corporation, a leading book printing company.

“George Nichols brings a depth of experience and industry knowledge to Silverwood that will help the firm provide important perspectives to our technology clients that supply mission critical messaging communications technology to government, military and enterprise customers. Customer demands for messaging systems that involve seamless interoperability and multiple modes of communication, including voice, data and video, are driving heightened interest in mergers and acquisitions in the sector. George Nichols' sector coverage will be an important complement to our ongoing communications technology initiatives” said Jonathan Hodson-Walker, Managing Partner of Silverwood Partners.

Important trends that Silverwood expects to drive M&A and financing activity include:

- A need for interoperability between technology platforms and agencies in critical situations
- The integration of video into the messaging environment and the implications for transmission, storage and analysis of live or recorded video content
- The integration or overlay of mapping and GPS technology into mainstream communications applications
- A drive by customers to use standards-based or COTS (Common Off The Shelf) Technology which will increasingly force system intelligence into the application or service layers
- The integration of detection and surveillance technology with the messaging environment
- The proliferation of messaging capture and information gathering points and the attendant requirement for automated signal processing and analysis applications
- The consolidation of technology vendors to core user groups of first and secondary responders in the military, federal agencies and in local, regional and federal government
- Internationalization of threat assessment and management and a related global requirement for technology span

“It is our expectation that business partnerships and technology licensing arrangements will be insufficient to develop the degree of systems integration and interoperability that is required in demanding critical communications environments. Vendor and technology consolidation will be an ongoing trend in the sector over the next five years and we anticipate a small number of technology providers will emerge as industry leaders with dominant portfolios of technology and services” said George Nichols.

SILVERWOOD PARTNERS

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Silverwood Partners Press Release
March 1, 2007
Page 2.

About Silverwood Partners

Silverwood Partners is a sector focused investment bank that provides M&A and private capital raising advisory services to information, communications, financial services, and digital imaging technology companies, and healthcare, industrial and consumer companies. Silverwood delivers acquisition, divestiture or corporate sale advisory, strategic-financial advisory and institutional financing services to companies in its targeted business sectors. For additional information, visit Silverwood's Website at www.silverwoodpartners.com.

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