

## FOR IMMEDIATE RELEASE

## NGEN Managing Principal Terry Speigner Acquires Stake in Firm

NGEN LLC announced today that Terry Speigner, the Company's Managing Principal, has become the new owner by acquiring the remaining stake in the firm, culminating a two-part transaction. Paul Hoffman, the company's founder, transferred his interest to Mr. Speigner. Capstone Strategic, Inc. (Capstone) served as the transaction advisor to Mr. Hoffman.

NGEN, a leading technology services company and Microsoft Gold Certified Partner, provides design, installation and support of network infrastructure to small and mid-size organizations in the Washington, DC metro area. The company was founded in 1990 as a custom hardware manufacturer for the Georgetown University community. NGEN's service offerings gradually changed to meet the needs of their customers in the regional market. Today, NGEN provides end-to-end network support for Microsoft-based networks, office telecom consulting and project management for information technology relocations.

"Terry has been an integral part of our significant growth over the past few years. This transaction solidifies his dedication and interest in NGEN's success. I'm excited to see his energy and enthusiasm – the company is in good hands," Hoffman commented at the close. Prior to joining NGEN in 2000, Mr. Speigner was Senior Vice President, Director of Operations and Technology with Arnold Worldwide and he previously worked with Advanced Laser Graphics and Varityper, a division of A.M. International. In 2004, Mr. Speigner became an NGEN partner when he acquired his initial partnership interest.

Capstone assisted NGEN in negotiating and structuring the ownership transfer to reflect the best interests of all parties involved. "We may not have consummated a successful deal without Capstone. The team considered all possible scenarios and structured a win-win transaction," said Hoffman. "This transaction is clearly consistent with our 'making dreams come true' philosophy. Our team worked closely with Paul to make sure objectives were met so he could focus on the next chapter of his life," commented David Braun, President of Capstone.

## **About Capstone Strategic, Inc.**

Capstone Strategic, Inc. is a management consulting firm located outside of Washington DC specializing in corporate growth strategies, primarily mergers and

acquisitions for the middle market. Founded in 1995 by CEO David Braun, Capstone has facilitated over \$1 billion of successful transactions in a wide variety of manufacturing and service industries. Capstone utilizes a proprietary process, "The Roadmap to Acquisitions," to provide tailored services to clients in a broad range of domestic and international markets. Learn more about Capstone online at <a href="https://www.capstoneStrategic.com">www.capstoneStrategic.com</a>.

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