

TED DIGGS JOINS TRANSACT CAPITAL PARTNERS

RICHMOND, VA (APRIL 1, 2008) – Transact Capital Partners, an M&A Advisory and Business Brokerage firm, is pleased to announce that Ted Diggs, Managing Director, has joined our team. Ted has over 25 years experience as an entrepreneur, business owner, business strategy consultant and corporate executive.

As a business owner and entrepreneur, Ted has purchased, grown and sold several small businesses. These experiences are critical to his understanding of the purchase and sell life-cycle, as well as the critical aspects of growing a business with the objective of eventual sale. For example, he purchased a Pest Control Company which he sold, after trebling revenue, after three years. Growth was attributed to great customer service and a very effective marketing campaign. He also purchased and sold a lawn and landscape company and a web development company, with similar results.

This hands-on experience is critical to his understanding of all aspects of company purchase (screening, due diligence, deal evaluation, company valuation, purchase agreements, deal closure); company growth and organization (guiding principles, business plan, customer contracts, marketing programs, position for sale); and company sale (valuation, core competencies, marketing plan). He enjoys working with small business owners and understands the problems and challenges facing business owners.

As a business strategy consultant in New York, Ted worked with large global companies and mid-sized companies. His specialty was business strategy, operations and IT strategy and company turnarounds. In this role, he led several technology based companies through a period of turn-around and sale. For example, at Operation Risk (a Deutsche Bank VC backed company); he repositioned the company for a sale to Zurich Insurance. He led extensive turn around at two major publishing companies; repositioned the companies from print to digital media. During this period, Ted was a lead consultant with Booz, Allen & Hamilton. He also has experience with Financial Services and Real Estate Development.

Ted also served as the COO/CFO of a Times Mirror company (Matthew Bender), as a Vice President of Bankers Trust New York and as a Senior Manager at Morgan Stanley.

Additionally, he is working with the Central Virginia Food bank as a management consultant.

Ted holds a BS degree in Management from Virginia Tech and an MBA degree in Finance from Florida State University.