
Kian Capital Transaction Announcement – Trifecta Networks



Corporate Divestiture

Senior Secured Debt and Equity
provided by



March 2018

March 2018: Kian Capital is pleased to announce that it has provided senior secured debt and equity to support the corporate divestiture of Trifecta Networks, LLC (“Trifecta” or the “Company”). Kian partnered with CEO Chris Toepke and Modern Bank to effectuate the transaction.

Headquartered in the Tampa Bay area of Florida, Trifecta is a leading distributor and reseller of both certified pre-owned (“CPO”) and new networking equipment. The Company offers network switches, routers, security devices, voice over IP phones and much more from a wide variety of manufacturers such as Cisco, Juniper, Hewlett Packard, Brocade and Avaya. Trifecta professionally tests and certifies its pre-owned equipment and offers an industry-leading warranty on everything it sells. As a result, the Company delivers the highest quality equipment exactly when customers need it and at a substantial discount to new hardware alternatives.

Chris Toepke, CEO of Trifecta, said “The name ‘Trifecta’ is based on the three very simple core ideals that form our value proposition: quality, speed, and value. It was important for me to select a financial partner who reflected these attributes and also understood my strategic vision to grow Trifecta as a standalone business. Kian Capital exceeded my expectations through a collaborative, partnership-oriented approach and a dedication that enabled us to close the transaction under a very tight timeframe. I look forward to partnering with Kian as we execute on our growth strategy for Trifecta.”

Matt Levenson, Partner at Kian Capital, added “As a standalone business, Trifecta has tremendous growth potential. Not only will the Company’s strong value proposition of quality, speed, and value be further amplified, but there are also multiple opportunities for growth upon which Trifecta can now execute. We are excited to support Chris in this transaction and look forward to partnering with him and the entire Trifecta team.”

More information about Trifecta Networks can be found by visiting www.trifectanetworks.com.

About Kian Capital

Kian Capital, an investment firm with over \$400 million of capital under management, provides transformative capital solutions to established lower middle-market companies, often serving as the first institutional capital provider to closely held businesses. We have the flexibility to participate in all forms of junior capital, including common stock, preferred equity and subordinated debt. Our investments typically incorporate both equity and subordinated debt and we can act in either a control or non-control capacity. Kian Capital has offices in Atlanta, GA and Charlotte, NC.

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