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New Charter Technologies Brings on Microsoft and Digital Transformation Managed Service Provider, Exbabylon

Bringing Enhanced Value and Capabilities for Employees and Clients

(Palo Alto, CA) Jan 12, 2022 – New Charter Technologies, a portfolio company of Palo Alto-based private equity firm Oval Partners, announced the partnership of Exbabylon. Located in Newport, Washington, Exbabylon is one of the Northwest's most experienced, forward-thinking and fastest growing IT firms. The team thrives on finding and delivering simple solutions to complex problems and is passionate about digital transformation and next-generation services.

New Charter Technologies CEO, Mitch Morgan is excited to have the company join the growing roster of North American MSPs. “At New Charter we pride ourselves in having best-in-class companies in our platform. Exbabylon is the perfect example. Alex, Tina, and the team at Exbabylon have created an extraordinary company. Their culture, capabilities, and performance level exemplifies what it means to be best-in-class,” Mitch explained.

Exbabylon’s Founder CEO, Alex Stanton, and co-CEO Tina Stanton are passionate about helping their clients and communities by leveraging the power of digital transformation. By partnering with New Charter, Exbabylon is accelerating its mission and service capabilities while also providing New Charter with enhanced knowledge and resources to drive innovation across the entire platform. This dual acceleration improves the ability to serve clients with advanced security offerings, Microsoft tools, and emerging technologies that align to customers strategic and operational initiatives—empowering their operations as we enter the Fourth Industrial Revolution.

Alex explains, “As clients adopt digital transformation and move into the Industry 4.0 world, it's so multifaceted, complicated, and expensive that even a small IT service delivery model requires a ton of complexity and expertise to do it right. We saw a lot of companies not doing it well.” The partnership with Exbabylon is pivotal in widening the lead on digital transformation strategies and serving clients with a best-in-class service experience across the New Charter platform.

Exbabylon will remain headquartered in beautiful Newport, WA and continues to be led by the same Executive Team, with no structural changes to staffing, the Leadership Team, service delivery or business direction. As a growth minded company with average employee tenure of over 5 years, Exbabylon is launching a 2022 campaign actively recruiting additional IT and cybersecurity talent in the Newport, Sandpoint, Coeur D'Alene and Spokane markets with multiple new positions now open.

“If you listen to what our customers are telling us and thinking about, this partnership with New Charter gives them access to the scale and scope of IT services that just doesn't exist within a single MSP. This partnership makes us stronger so we can continue taking on these complicated initiatives while giving customers confidence knowing there's a team of experts that know how to do it right,” said Alex. Specifically, Exbabylon is excited to be adding a team of cybersecurity experts and strategists via the New Charter Partner MSPs— enhancing existing cyber capabilities, while providing clients access to world-class cybersecurity and compliance talent.

What can the market expect to see from the New Charter partnerships? The teams are working hard to provide next-generation technology solutions to clients. Focus will remain on digital transformation and initiatives will center around efficiency, collaboration, analytics, cloud, Microsoft, and security solutions. The depth of resources, capabilities, and scale continues to grow, allowing clients to partner with an IT provider that can meet their short and long-term goals.

The Oval Partners and New Charter Technologies business model is focused on building a caliber of business that the IT industry hasn't yet seen. The strategy is revolutionary and changes the standard in which the industry operates.

Here are the five pillars that make up the foundation of New Charter:

- The platform partners with business owners who are not sellers but rather looking for an opportunity to continue what they're doing and having a financial partner for further investment.
- A team of business owners to partner with for the sharing of new ideas and industry best practices to accelerate their business forward.
- The foundation of the model is centered around the idea that the Managed IT industry is a “people-business” requiring a local touch and should not be consolidated in order to build upon success and reach new growth and service delivery levels.
- The partners who make up the New Charter banner are high growth and high margin businesses who share a common set of cultural and business objectives.
- The owners are the Leadership team and are collaborating and strategizing in a way that has never been seen in the industry.

At the end of the day, “We picked New Charter because it was the best investment for our people,” said Alex. Exbabylon has built an employee-first culture and strives to uphold and grow its people both professionally and personally. The team is honored to be named “Best Places to Work in Inland Northwest” for two years running and has appeared multiple years on Inc 5000’s list of “Fastest Growing Private Companies”. The New Charter partnership will support the growth of Exbabylon’s people.

Joining New Charter allows the team to tap into broader resources, growth opportunities, and capabilities. Having the ability to preserve and grow a culture of excellence is top priority and the teams are looking forward to collaborating to expand on this even further.

ABOUT EXBABYLON

Exbabylon is a Managed Cloud, Security and IT Provider founded in 2001 and powered by over 35 amazing humans. Headquartered in Newport Washington, Exbabylon also operates offices in Sandpoint and Hayden, Idaho. Led by Founder CEO Alex Stanton, the firm serves small, medium and enterprise clients with a focus on Government, Aerospace, Healthcare, Manufacturing and Engineering industries through operating divisions including Managed IT, Cybersecurity, Cloud and Physical Security.

As one of the Inland Northwest’s largest Microsoft Direct Cloud Solution Providers certified in Government, Commercial and Non-Profit, Exbabylon holds a prestigious Azure Government (FedRAMP High) authorization and helps organizations across the region manage their Microsoft Cloud Digital Transformation Initiatives. Exbabylon is also the largest Apple Consultant Network partner in the Spokane Metro, and the only authorized ACN in North Idaho. Exbabylon’s deep commitment to the Apple and Microsoft ecosystems allows highly effectual solutions that solve for the needs of a modern workforce. Learn more here: <https://www.exbabylon.com/>

ABOUT NEW CHARTER TECHNOLOGIES

New Charter Technologies is building a caliber of business the IT industry hasn’t yet seen. Serving small-to-medium sized businesses in 10+ industries across North America, we deliver best-in-class technology solutions to propel our clients into the digital world. Learn more here: <https://newchartertech.com/>

ABOUT OVAL PARTNERS

Oval Partners is a multi-family office investment firm designed to provide liquidity, growth, capital and acquisition funding to founders of growing businesses across North America. Oval’s capital base is permanent—it is committed, unencumbered and unconstrained in terms of holding period. Oval offers the capabilities and capital of a private equity fund, but the mentality, partner orientation and investment time frame of a private holding company. Oval’s principals have completed more than 100 transactions involving platform investments, acquisitions, exits, and re-financings. Oval focuses on

making investments in the tech-enabled services, information services, internet, software/SAAS, and industrial technology markets. New Charter embodies the essence of Oval's targeted "buy and build" strategy in attractive, service-oriented, niche end markets. For additional information, please visit <https://www.ovalpartners.com/> or contact Dan Escovitz at descovitz@ovalpartners.com.