

## **SUCCESSFUL ACQUISITION FOR NCA ENTREPRENEUR NICK AKERS**

Baar, 11 May 2023 – Novastone Capital Advisors (NCA) is proud to announce the next acquisition in our Entrepreneurship Through Acquisition (ETA) program. Our mission at NCA is to enable ETA in Europe and North America, while focusing on mutual benefit and growth for all our stakeholders. This acquisition proves our program is successful and further highlights NCA Entrepreneurs as ideally positioned to find, acquire, and grow companies backed by the support, structure, and know-how offered by the NCA team.

### **SOLVING SUCCESSION CHALLENGES WITH ETA**

Nick Akers joined NCA in late 2021 with over 20 years of leadership experience. Nick has been an entrepreneur since the start of his post-college career, when he founded a venture capital funded company that commercialized technology he had invented while studying at Saint Louis University. He went on to work in a series of executive roles at high technology companies, largely serving defense and commercial aerospace customers, and a specialty chemical company, before beginning a search journey that eventually led him to NCA's ETA program.

Nick's search with NCA came to a successful close this month with the acquisition of STL Communications (based in Missouri, USA), a Business Services Partner (BSP) specializing in Voice, Networking, Storage and Managed Service/Cloud services, also known as Unified communications as a service (UCaaS).

While Nick originally began his search with a focus on proprietary deals, he ultimately connected with STL Communications through a broker. "I shared a bit about myself, the NCA program, and how we're focused on situations where a succession issue is needing to be solved," explained Nick. "That's when the broker brought up this opportunity because that was exactly the case."

"In the search fund space many of the potential companies are still first-generation founder-owned and operated," he added, "so the advantage to working with a broker is that you know from the start that the seller is at least semi-serious because they've engaged with a broker. The broker will also help educate the seller throughout the purchase process, which can be very helpful to getting a deal done."

NCA's support also played a definitive part in finalizing the deal, Nick explained. "It has been very helpful for me to have NCA as part of the process. Their teams provided a lot of support with the financial modeling, investor relations, deal negotiation and closing."

### **LOOKING AHEAD**

UCaaS is a fast-growing market that presents huge opportunities, and Nick is ready to take on the challenge. "This deal is the culmination of a lot of hard work, and having successfully

reached this stage feels like the closing of one chapter and the beginning of a new, very exciting one," he said. "We finally get to do what really excites me, which is operating the business, leading great teams of people, creating a culture of high performance and high trust, and delivering helpful solutions for our customers. It is a very exciting place to be."

## **ALIGNED INTERESTS**

At NCA, we know from our own experience what it takes to set up and run a successful business. Our ETA program is powered by a highly specialized team of experts who make the NCA Entrepreneur's journey through search, acquisition, and value creation as seamless and as successful as possible. As co-investors in each acquisition under our program, we are deeply committed to the success of every one of our NCA Entrepreneurs and their companies.

We believe ETA offers a unique solution for addressing succession challenges facing SMEs, who are the backbone of our economy. NCA's Entrepreneurship Through Acquisition program ensures business legacy and continuity for SMEs on a global scale, as all stakeholders share aligned interests and a commitment to long-term success. We are thrilled to congratulate Nick on this acquisition and look forward to continuing to support him in his new role at STL Communications.

For more information about Nick, please visit: <https://www.novastone-ca.com/searcher-nick.php>

For more information about STL Communications, please visit: <https://stlcom.com/>

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