

## SEQUOIA PARTNERS

### Sale of a Company

CLIENT: ALTAI, INC.

**The Client:** Altai provides enterprise automation software solutions for data centers worldwide. Altai's family of software products increases the efficiency and productivity across multiple hardware platforms and operating systems by automating systems operations and management. Altai's "best of breed" products automate job scheduling, systems operation, rerun/restart functions and tape management on IBM mainframe computers.

**Sequoia's Challenge:** "Mainframes are dead" was the common refrain in the early 1990s. Companies that utilized large mainframe computers were interested in deploying client/server solutions. Compounding the problem for Altai was a long standing legal dispute with a multi-billion dollar competitor that chose the courts to fight rather than the marketplace. Altai's size and limited resources put them at a severe market presence disadvantage.

Altai needed a broader product line of enterprise open system solutions. Early on they recognized the need for cross-platform, multi-discipline systems management solutions and retained us to identify and approach potential partners. Our vision of a mainframe system software vendor opening the door to enterprise solution sales preceded a similar market perception by several months. Once the mainframe sales cycle strengthened, and a broad new charter for mainframes coalesced, a partner was secured.

**Results:** Platinum technology needed Altai's product set and happy customer base in order to provide customers with a comprehensive, enterprise-wide, cross-platform integrated solution. Platinum provides great sales capacity in the MIS buying community worldwide. Sequoia was able to negotiate a price from Platinum which was 2.5 times Altai's average stock price in the previous quarter. Joint sales started immediately and both parties are quite pleased with the results.

*"Sequoia helped conceive our value added market position and was patient enough to allow us to execute our strategy. We couldn't be more pleased with the results. They got us a fine deal and protected our shareholders from financial and legal downside risks."*

Jim Williams  
President and CEO  
Altai, Inc.