

LSI Acquires Tarari

"Through the acquisition of Tarari, LSI will now add best-in-class content processing capabilities to our broad portfolio of networking and storage solutions"

- **Jeff Richardson**, LSI executive vice president, Network & Storage Products Group



Overview

Tarari is a silicon and software company that is widely recognized as the leading developer and vendor of deep packet inspection, RegEx and content processors. With \$43 million invested by top-tier venture capital firms, Tarari has emerged as the clear market and technology leader in content-inspection accelerators. Pagemill Partners realized that Tarari would be a valuable acquisition candidate for a number of world-class companies.

Pagemill Partners Engagement

Pagemill Partners had a long standing relationship with Tarari's CEO. Through the relationship, Pagemill Partners gained a deep understanding of the value of the company and the potential synergies that existed with acquirers. One of the key factors that would ensure a favorable valuation, according to Pagemill Partners, would be Tarari's ability to address multiple rapidly-growing markets and be viewed as a mission-critical asset. Pagemill Partners senior bankers worked diligently to ensure that the value would come across strongly during negotiations.

Acting as the exclusive financial advisor to Tarari, Pagemill Partners effectively positioned the company as the best-in-class content processing solution that would give an acquirer the ability to offer advanced services such as security, telepresence, unified access and voice over next-generation networks. Several potential acquirers were engaged in negotiations, and LSI emerged victorious.

Pagemill Partners Delivers Results

Pagemill Partners' deep industry relationships and domain expertise brought about an exceptional outcome for both Tarari and acquiring company LSI, with a transaction value of \$85 million in cash. Analysts see the addition of Tarari as enabling LSI to set a new standard for converged networking security and control. Tarari executives praise the relationship since it will enable the technology provider to deliver a richer, more scalable set of solutions to their industry-leading customers.