Sanford Gladding
President

ATS Communications and MPA Networks Announce Acquisition

Bay Area and Silicon Valley MTSPs Unite Forces to Augment Customer Experience

CONCORD, CA — July 1, 2021 — ATS, a leading managed technology services provider (MTSP), announced today that they will be acquiring MPA Networks. After 38 successful years in business, Michael Price, the founder of MPA Networks, has made the decision to start his exit strategy. His eventual goals include a second career and several hobbies as he plans on shifting focus in a couple of years. Price will be involved in day-to-day operations until 2023 and will stay involved with ATS for four years. Consequently, MPA clients know Price is part of the process, will continue to assist clients as needed, and is not leaving out the back door.

Price spent over two years looking for the right company to merge his operations into and had key criteria: MPA clients and the MPA team members would continue to have the opportunity to be supported and served. He was adamant about not merging the business into an M&A focused venture company that would not share the same priorities he had. MPA and ATS are both Members of Technology Assurance Group (TAG), an elite international association of independently owned MTSPs in the United States and Canada collectively representing close to $400 million in annual sales. TAG was instrumental in connecting MPA and ATS because both organizations share common foundational principles, values, missions and elite-level standards for the customer experience.

"ATS met my objectives and then some," states Price. "We are able to seamlessly take over support of clients because we have so many

comparable technical offerings and we were able to successfully integrate the MPA team into the ATS team. As ATS is a larger company than MPA, we are able to deliver more resources to clients and a broader array of solutions including an expanded help desk offering for IT support, UCaaS (Unified-Communications-as-a-Service), VoIP solutions, infrastructure buildout and wiring, and surveillance.

This merger also met key ATS objectives including adding top tier talent. "The labor market for high quality technical team members is very challenging. This merger expands our technical support team by over 30% which will have an immediate positive impact for both ATS and MPA clients. With this larger pool of technical skills, our customer's users will benefit from expanded technical resources for support and projects," comments Sanford Gladding, CEO of ATS. "We are excited to gain excellent operational processes which we can implement to improve services, support, and offerings for ATS clients. Additionally we will strengthen our footprint in the Bay Area." ATS is taking advantage of a remote workforce model and now has technical talent strategically located throughout the region. At the same time, ATS gains an East Coast engineer which allows selected critical services to occur prior to the start of our client's workdays in California, creating immediate benefits for all existing ATS clients.

It's quite clear that this acquisition is being conducted conscientiously, so that the end result is that all clients end up with an augmented customer experience, regardless as to whether or not they were originally supported by ATS or

MPA. Price and Gladding's collaborative, long-term approach to this transition is a clear testament to the level of respect both hold for their clients, team members and the futures of everyone involved.

ABOUT ATS COMMUNICATIONS

ATS is a technology solutions provider that partners with businesses to implement the latest in enterprise networking and IT infrastructure including unified communications, cyber-security, business continuity, IP video surveillance and cloud infrastructure. These products and services are delivered as a proactive managed service model providing peace of mind that all critical business systems meet expectations of high availability, security and optimization. With expertise on a wide range of voice and data products, ATS is a trusted business technology partner. Their services match the needs of small and medium size enterprises with optimized technology that provide best practice solutions which creates a competitive advantage and makes a positive impact to the client's bottom line. With over 45 years of experience, ATS has gained an excellent reputation for designing, implementing and proactively supporting solutions that focus on converging applications and has been recognized for outstanding performance by several industry experts including Channel Futures national listing of top 501MSP in 2019. These credentials have allowed ATS to grow and partner with local businesses in the Bay Area, Northern California and across the United States. For more information, call their corporate office in Concord at (925) 602-1500 or visit www.teamats.com.