

THE BIGELOW COMPANY LLC

VUTEk, Inc.

VUTEk, Inc. acquired by Metapoint Partners, LP, then by American Securities Capital Partners, LP

VUTEk, Inc., is the world’s leading manufacturer of digitally controlled, photorealistic, ultra-wide format color printers, used principally in indoor and outdoor signage.

Bigelow Assignments:

Step One: To find a financial partner to inject capital into the business so the co-founder could “take some chips off the table,” continue to increase VUTEk’s market share worldwide, and maximize the company’s upside potential.

Step Two (three years later): To divest the company after it grew much larger in revenues, profitability and value.

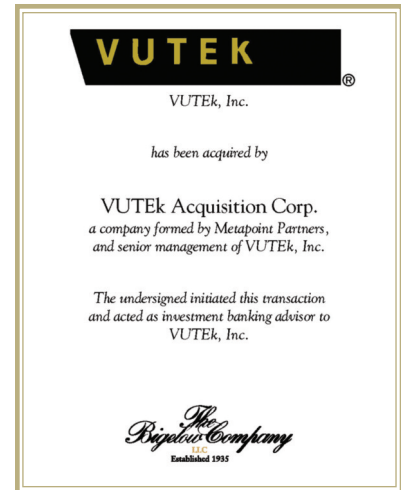
Challenges:

- To attain the highest possible value for the owner in *Step One* without burdening the company with unreasonable amounts of debt.
- To access “intelligent capital” that would enable the owners to continue to pursue leading edge technology while giving them access to superior managers.
- To protect the jobs and positive work environment for VUTEk’s employees in both *Step One* and *Step Two*.

Outcome:

After discussions with some of the best potential strategic buyers worldwide, The Bigelow Company identified a source of “intelligent capital” for VUTEk: Metapoint Partners, a private investment firm whose investors include some of the most successful executives of America’s Fortune 100 companies. Metapoint helped VUTEk by bringing in a new CEO and CFO, structuring bank lines of credit, and providing a win-win, growth-oriented environment.

In *Step One*, The Bigelow Company represented VUTEk’s owners through all phases of the sale. Metapoint achieved majority control and VUTEk’s shareholders achieved liquidity and continued future upside.

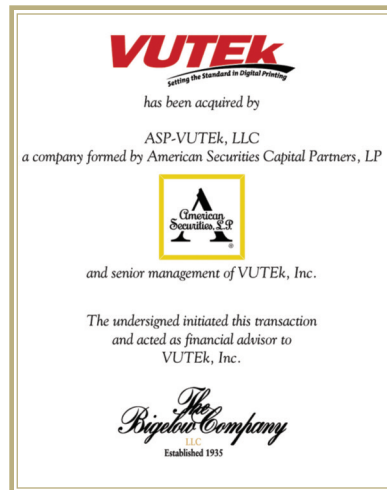


In *Step Two*, Bigelow represented VUTEk and Metapoint Partners in VUTEk’s sale to a highly sophisticated private equity firm, American Securities Capital Partners, LP (NY).

Future:

American Securities Capital Partners is expecting to take VUTEk to its next level of growth and value creation through capital investment, add-on acquisitions, additional management resources, and international financing. One of VUTEk’s former owners, Arthur Cleary, continues with the company as the Chief Technology Officer.

continued



THE BIGELOW COMPANY LLC

VUTEk, Inc.**Client Testimonials:**

“It was a strong advantage to be dealing with The Bigelow Company principals throughout the divestiture. When I was CEO of another Metapoint-owned company, we engaged another investment banker. Their second tier executed the deal using a relay team approach. I had to educate each new team and I got fed up with it. With The Bigelow Company, the principals stayed with it.”

A.J. Samuelson
VUTEk, Inc. CEO
while it was owned by
Metapoint Partners

“The Bigelow Company did a great job with both transactions. The first time, we didn’t know whether we wanted to go public or sell, and they helped us determine the best course of action. I wanted to take some equity from the company, but I didn’t want to be the only owner, the only one running the company. I’m an engineer and I hated being president. The Bigelow Company understood what we wanted, and found us buyers that were a good fit for both the company’s culture and the owners’ objectives.

“We believe that Pete and Dave are honest people. You can believe what they say. They’re good listeners and they care about the company.”

Arthur L. Cleary
Co-Founder and
Chief Technology Officer
VUTEk, Inc.