



## NEWS RELEASE

### FOR IMMEDIATE RELEASE

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## MQSOFTWARE SECURES \$10 MILLION IN GROWTH FINANCING

**MQSoftware is positioned to expand its sales and marketing efforts, broaden distribution channels and capitalize on growth opportunities.**

MINNEAPOLIS, Minn., – Dec. 6, 2007 – Teneca ([www.teneca.com](http://www.teneca.com)), an investment banking firm committed to helping middle-market clients pursue mergers and acquisitions and obtain access to growth capital, announced today that it has helped MQSoftware, Inc. secure \$10 million in growth financing through a placement of senior debt.

MQSoftware delivers a complete line of business transaction assurance solutions, middleware management and enterprise application integration (EAI) software products to help companies increase operational effectiveness by enabling visibility and real-time control of the entire business transaction stream. The company is headquartered in Minneapolis.

MQSoftware's real-time solutions help transaction-centric industries – such as banking, insurance, healthcare, manufacturing, retail and government – use existing technologies to focus IT priorities on maintaining revenue-generating services and delivering exceptional customer service. The Company has provided solutions to more than 650 blue-chip customers, represented primarily by Fortune 2000 companies and government agencies.

Since its inception in 1996, MQSoftware has posted an impressive record of growth. To continue to meet the ever-evolving needs of its expanding customer base and achieve recognition as the global leader in real-time transaction assurance, middleware and EAI solutions, MQSoftware needed additional growth capital. "We turned to Teneca because of its experience helping other middle-market enterprises reach the next phase of their evolution," says MQSoftware Chief Executive Officer Bill Cecchi.

"MQSoftware has a strong track record," says Teneca's Tony Pence. "The Company is included on Inc. 500's list of fastest-growing private companies and has been named by Deloitte & Touche as one of North America's fastest-growing technology companies for three

consecutive years. We're pleased to have helped MQSoftware secure financing that positions the Company for further growth and expanded opportunities, including those with Arrow, Avnet, BEA Systems and, most recently, BMC Software – all global leaders in enterprise solutions.

As a stage-specific investment banking firm, Teneca is committed to helping its clients achieve their strategic and financial goals.

Teneca's services include:

- **Mergers and acquisitions**, including sales and divestitures, recapitalizations, management/leveraged buyouts, going-private transactions and more.
- **Raising capital**, including senior notes, subordinated debt, convertible debt and equity-linked debt as well as preferred and common stock.
- **Advisory services**, including analyzing capital structure and projecting future requirements, reviewing strategic financial alternatives, advising on share buyback and dividend policies, preparing appraisals and valuations and more.

A newly formed registered broker-dealer and a member of the National Association of Securities Dealers, Teneca continues to operate from its current location in Minneapolis at 6385 Old Shady Oak Road, Suite 270, Minneapolis, MN 55344.

## **ABOUT TENECA**

Teneca is a stage-specific investment banking firm providing merger and acquisition, private capital and advisory services and solutions tailored to the needs of middle-market public and private companies. Teneca leverages the extensive collective experience of its team to offer customized strategic and financial advice to help guide middle-market enterprises to the next phase of their evolution. Teneca is headquartered in Minneapolis. For more information, visit [www.teneca.com](http://www.teneca.com).