

Grouper Networks

Grouper sold to Sony Pictures Entertainment



- Grouper Networks is a leader in the rapidly-growing online video sharing market. Grouper members can browse videos on Grouper.com and add them to their personal pages on MySpace, Blogger and Friendster or download them to their desktop, iPod, and Sony PSP.
- Grouper was experiencing exponential growth and significant industry traction. It was approached by financial investors and strategic acquirers.
- Retained to advise on potential acquirers based on the advisor's domain expertise, strong industry relationships and transaction experience.
- Quickly prepared marketing materials and went out to a select number of potential strategic acquirers. Identified the most valuable partner in less than two months and closed the transaction 30 days thereafter.

A "win-win" situation:

- Strong relationship with key strategic players in the online media space enabled a swift and discrete process while providing high transaction certainty.
- Successfully maximized value for Grouper's shareholders and secure a place for Grouper management as leaders of Sony's digital media strategy going forward.