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Pinnacle Security Completes Transaction with Golden Gate Capital



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CLIENT INFORMATION

Pinnacle Security, headquartered in Orem, Utah, is one of the largest and fastest growing independent providers of residential and commercial security systems in the United States. Pinnacle sells the majority of its security systems directly to its customers through door-to-door salesmen as well as an inside sales force. Pinnacle has sales offices in over 60 major metropolitan areas throughout the United States and is expanding internationally. In addition to its sales offices, Pinnacle has several recruiting facilities, the largest being in Orem, Utah and Rexburg, Idaho. Pinnacle was founded by four security industry veterans in 2001.

TRANSACTION INFORMATION

Golden Gate Capital, a San Francisco-based private equity firm, has partnered with the founders and management of Pinnacle to recapitalize the company. Golden Gate Capital is a leading private equity investor in direct sales companies with previous investments in companies such as Herbalife, Neways and Cydcor. Financial details of the transaction were not disclosed.

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