

Fleet Complete Has Acquired Centro de Soluciones Inalámbricas

MHT PARTNERS – THE PREEMINENT ADVISOR TO INNOVATIVE, NICHE MARKET LEADERS



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MHT Partners is proud to announce Fleet Complete, the fastest-growing provider of IoT solutions in the connected commercial vehicle space, has acquired Centro de Soluciones Inalámbricas (CSI), a leading fleet telematics player in Mexico. MHT Partners served as exclusive financial advisor to Fleet Complete in this transaction.

CSI has more than 200 employees in 7 offices, as well as installers in more than 70 cities. The company has approximately 60,000 active users across 1,800 businesses, predominantly in the commercial, distribution and transportation sectors. The partnership grows Fleet Complete's subscriber base to 600,000 globally.

Tony Lourakis, founder and CEO of Fleet Complete, commented "This is a truly exciting partnership for all of us; Mexico is a very large and growing market, brimming with opportunity. CSI has a very experienced and knowledgeable team, market-leading solutions, and a proven business model that will accelerate our growth in the region, while also complementing Fleet Complete's global platform. This acquisition is in line with our global expansion strategy and, between the channel partnership with AT&T and this new local expertise, we have the recipe for success in Mexico."

Lourakis commented further, "Working with MHT Partners has been an integral part of our global expansion process. CSI represents the third transaction we've completed with their assistance. MHT's industry knowledge, buy-side process and transaction expertise has allowed us to acquire key partners in strategic international markets. We have thoroughly enjoyed working with the MHT team."

Kevin Jolley, Managing Director of MHT Partners, stated "Fleet Complete's acquisition of CSI is highly strategic. CSI brings a deep and proven management team, complementary technology, and a significant customer base. The combination provides a catalyst for accelerated growth in a highly attractive market. We are honored to have represented Fleet Complete in this transaction."

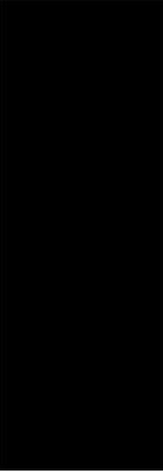
About MHT Partners

MHT Partners is a national middle market investment bank focused on representing innovative leaders in growth markets. The team at MHT Partners assists clients with seller advisory, acquisition advisory, corporate finance and strategic advisory assignments across a range of dynamic and growing industry verticals: business & information services; education; healthcare services and consumer growth. For more information, please visit www.mhtpartners.com.

About Fleet Complete

Fleet Complete® is a leading global provider of connected vehicle technology, delivering mission-critical fleet, asset and mobile workforce management solutions. The company is servicing approx. 600,000 subscribers and over 35,000 businesses in Canada, the U.S., Mexico, Australia, the Netherlands, Belgium, Luxembourg, Austria, Germany, Greece, Denmark, Sweden, Finland, Norway, Estonia, Latvia and Lithuania. It maintains key distribution partnerships





with AT&T in the U.S. and Mexico, TELUS in Canada, Telstra in Australia, and Deutsche Telekom (T-Mobile) in multiple European countries. Fleet Complete cultivates strong OEM partnerships with global market leaders, such as General Motors, Toyota, Mitsubishi Australia, and Cummins, among others. It remains one of the fastest-growing companies globally, having won numerous awards for innovation and growth. For more information, please visit www.fleetcomplete.com.

The MHT Partners team was led by [Kevin Jolley](#).