



BLUE BEACON CAPITAL, LLC

## News Release

### **BLUE BEACON CAPITAL ADVISES BROADVOX, LLC ON \$6 MILLION FINANCING**

Friday, March 5, 2004, 11:00 am PST

**MALIBU, CA, March 5, 2004.** Blue Beacon Capital, LLC (“Blue Beacon Capital” or the “Firm”), a leading investment bank serving companies in the telecommunications, media and technology (“TMT”) industries, served as financial advisor to Broadvox, LLC (“Broadvox” or the “Company”) in connection with a \$6 million capital raise.

#### **About Broadvox**

Broadvox is a privately-held provider of hosted Internet Protocol (IP) telephony and enhanced communications services to small and medium-sized enterprises (SMEs), telecommunications carriers and broadband service providers. Founded in 2001 and headquartered in Cleveland, the Company offers voice, broadband Internet access, virtual private network (VPN) services and network based applications hosted over its nationwide, advanced voice over IP (VoIP) network.

Broadvox has built and operates a state-of-the-art, domestic VoIP network consisting of thousands of ports to the global PSTN via 35 points of presence (POP) with direct connectivity to over 75 major markets throughout the U.S. and Canada. The Company provides a compelling service offering to business customers featuring voice, data, VPN and network based application services, all over a hosted environment with minimal initial investment and low adoption risk for customers. Broadvox, operating profitably since 2002, processes approximately 150 million minutes per month over its network.

#### **About Blue Beacon Capital**

Blue Beacon Capital is a leading investment bank focused on advising companies across TMT industries on matters relating to mergers, acquisitions, exclusive sales, private equity and debt financings, restructurings, recapitalizations, valuation and fairness opinions. The Firm is at the forefront of events and strategies that are shaping the TMT industries, ensuring that its clients are on the inside track with respect to market trends, strategic opportunities and access to capital.

Blue Beacon Capital’s professionals have substantial TMT transaction experience, having closed over 60 transactions representing more than \$25 billion of value during the past decade. The Firm is headquartered in Los Angeles. For more information, please visit us at: [www.bluebeaconcapital.com](http://www.bluebeaconcapital.com).

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