



FOCUS STRATEGIES

INVESTMENT BANKING

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**Focus Strategies Investment Banking names Britt Kauffman
as Director**

*Former Austin CEO steps into new role assisting middle-market companies
with business strategies and funding opportunities*

Austin, Texas - December 15, 2008 - Austin's Britt Kauffman has joined Focus Strategies Investment Banking, a growing investment services company that specializes in middle market operating and financial services companies.

"I am very proud and excited to be part of the Focus Strategies team," said Kauffman. "I look forward to being part of this successful investment banking firm that works with innovative, growing companies to assist them in expanding their businesses."

Prior to joining Focus Strategies, Kauffman served as Senior Vice President and CFO of DocuData Solutions in Dallas from 2007 to 2008. During his tenure at DocuData, he developed management infrastructure for this rapidly growing middle market business and helped market the company to potential investors. As a result, the company was successfully sold to a strategic buyer in 2008.

Kauffman was also President and CEO of Austin-based government solutions and election technology provider Hart InterCivic from 1996 to 2007. During his leadership at Hart, the company grew from \$13 million to over \$100 million in revenue. He transitioned the company from a primarily manufacturing-based business to one providing technology-focused products and services, and raised over \$50 million in investor capital.

Kauffman has also served as Executive Vice President and CFO of former Austin printing company, Hart Graphics and CFO of Mr. Gatti's, Inc.

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“Britt has spent his career leading just the type of companies we serve here at Focus Strategies,” said Gary Valdez, Founder and CEO of Focus Strategies. “He understands the many challenges these companies face; he knows how to find appropriate capital partners and he knows what it takes for companies to succeed once they obtain financing. Britt is an excellent addition to our team with a unique background who truly understands how to help our clients be successful.”

Kauffman holds a B.A. and an M.P.A from The University of Texas at Austin. He currently serves on the advisory board of Climate Controlled Containers in Port Arthur, Texas and is a member of Vistage, an organization of CEO’s.

About Focus Strategies Investment Banking: (www.focus-strategies.com): Focus Strategies is an investment bank that works with middle market operating and financial services companies. The firm provides merger and acquisition advisory, private placements of equity and debt and corporate finance and valuation advisory. Focus Strategies was founded in 1999 and is located in Austin, Texas.

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