

Deloitte Corporate Finance LLC Advises Exigo, LLC on its growth recapitalization

Deloitte Corporate Finance LLC (“DCF”) acted as the the exclusive financial advisor to Exigo, LLC (Exigo), a leading software provider to the direct selling industry, on its growth recapitalization.

Exigo is a market leader in sales software and platform-as-a-service (PaaS) solutions to direct selling organizations around the world. Exigo provides an end-to-end, customizable platform supporting clients’ order fulfillment, payments, commissions, and customer relationship management (CRM) needs, among other functions. Their suite of solutions help enable clients to leverage the cloud to access their operational and reporting data in real-time, with extensive flexibility in application development via Exigo’s fully documented application program interfaces (APIs).



Exigo will look to expand its differentiated platform to underpenetrated regions and broaden its suite of solutions sets to additional industry verticals in need of highly advanced sales-enablement programs and networking management architecture.

“We’re proud of Exigo’s success thus far, and with additional resources to invest in product development, sales and marketing, and international expansion, we will continue to deliver an excellent customer experience while offering a broader suite of solutions,” said Peter Zielke, Exigo’s co-founder and CEO.”

Ed Jarrin, President and co-founder of Exigo added, “Our customers rely on us to scale alongside their business and support their core operations without incident. Our focus has always been delivering an industry leading experience and listening to what our customers want.”

“Ever since we first came together, a forward-thinking approach to software architecture has formed the basis of what we do, and with support we will dedicate additional resources towards that end,” said David Thompson, co-founder and CTO of Exigo.

“We are very proud to have represented the Exigo team, who portrayed strong poise in creating a technology market leader and then finding the perfect partner to help accelerate growth. We’re delighted to see Exigo build upon the teams’ premier software products and sales industry knowledge to extend what is already a significant growth trajectory”, said Tom Spivey, Managing Director, Deloitte Corporate Finance LLC.



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