

Single Digits, High-Speed Internet Access Solutions Provider, Welcomes Dan Dufault as Vice President of Marketing

San Francisco, CA — April 29, 2019 Renovata & Company is pleased to announce the placement of Dan Dufault as vice president of marketing for Single Digits, a leading provider of high-speed internet access (HSIA) management and support solutions. He will develop an in-depth marketing and product marketing roadmap to facilitate growth and increase sales.

Single Digits, backed by GI Partners, offers a complete guest internet solution, including IP network design, engineering, professional services, ongoing maintenance, networking monitoring, multi-lingual support, revenue reporting and authentication tracking. The company currently serves more than 1,600 customers across various industries, including hospitality, property management, healthcare, government, education, travel and more.

The company is positioned for exponential growth with its innovative Broadband Authentication Platform (BAP), which enables properties to tailor their HSIA to their industry's unique needs. Using the company's managed service business models, clients can easily boost revenues, strengthen customer loyalty and better promote their own brands without capital expenditures.

"Dan, a sales and marketing executive with more than 20 years of progressive success in software and channels market development, is joining Single Digits at an exciting time for the company," says Simon Francis, Renovata & Company partner. "He's a dynamic leader with strong leadership and team-building skills who understands how to build brands and how market trends drive the buying behaviors of customers and channel partners."

Before joining Single Digits, Dufault was vice president, global partner marketing for Commvault—where he launched the company's highly successful global campaigns platform. He has also held various sales and marketing leadership positions at Cayan, Novell and Kaspersky Lab—where he was instrumental in developing and deploying award-winning marketing, brand and development strategies.

About Renovata & Company

Renovata & Company is a global executive search and private equity advisory firm. We are trusted by financial sponsors, their portfolio companies and public corporations to deliver transformational leaders and valuable investment insights. Renovata & Company's executive search activities are focused on the most complex search assignments—board-level mandates which include board directors, CEOs, CFOs and other C-suite executives, as well as investment professionals and Operating Partners—and we provide strategic counsel to clients across the technology, digital, business services, industrial, consumer and retail sectors. Renovata & Company has relationships with over 50 of the top 100 private and growth equity firms globally. Our private equity advisory services include diligence support, backable executive introductions and deal sourcing delivered by our affiliate, L Capital Advisors. We also make equity co-investments alongside our private equity clients through our investment affiliate, L Capital. We are privately held and operate from six offices across two continents: Boston, Hamburg, London, New York, San Francisco and Stockholm. www.renovata.com

Contacts:

Simon Francis
Partner
Simon.Francis@renovata.com

Lois Padilla
Consultant
Lois.Padilla@renovata.com

Location:

Renovata & Company
Transamerica Pyramid
600 Montgomery Street
Suite 2400
San Francisco, CA 94111
USA
+1 415-263-9168
contact@renovata.com