

Conterra, Custom Broadband Networks Leader, Welcomes Michael Brady as Chief Revenue Officer

San Francisco, CA — December 14, 2020 Renovata & Company is pleased to announce the recent placement of Michael Brady as chief revenue officer of Conterra Networks, a company that builds and operates custom-designed, ultra-high-capacity broadband networks and provides high-value communications services. Brady reports to Craig Gunderson, Conterra's chief executive officer.

For nearly three decades, Conterra has been designing, building and operating new-technology-based telecom networks in the education, healthcare, enterprise and carrier industries throughout the U.S. The company uses leading-edge technologies to solve problems of slow, unreliable Internet and phone connections, as well as obsolete data, media and video transport circuits. Conterra is a leading player in SMB, e-rate and wholesale.

Today, more than ever, bandwidth drives business. Using fiber, fixed-wireless and hybrid solutions, Conterra offers huge bandwidth capacity with forward-facing technologies and service. Fiber allows network infrastructures to have virtually unlimited bandwidth capacity at the speed of light. This means Conterra can deliver high levels of connectivity and reliability to its customers. The company's custom-built networks and robust services allow them to tailor comprehensive solutions that fit any business or organization—without compromising security or service quality.

Originally backed by Court Square Capital, with a major round of investment during the summer of 2019 from APG and Fiera (heavyweights in data infrastructure), Conterra is well-positioned to take advantage of a significant enterprise opportunity in its core fiber markets that would drive sustained revenue growth for years to come.

"With more than 20 years of broad technology and sales experience, Michael has led growth sales teams in wholesale and enterprise segments," says Simon Francis, partner at Renovata & Company. "He should help propel the business via organic growth and also acquisitions."

Before joining Conterra, Brady was vice president, enterprise sales for Lumen Technologies—where he led regional teams focused on winning market share within the small and medium-size business and state, local, and education government verticals. Prior to that, he was general manager and vice president of sales for CenturyLink. He began his career in wholesale, and at one point worked as a client executive at Lumen Technologies.

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 five offices across two continents: Boston, Hamburg, London, New York and San Francisco. www.renovata.com

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