



NEWS--For Immediate Release  
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## **GATES AND COMPANY ASSISTS WAVEFRONT RESEARCH IN RECENT ACQUISITION NEGOTIATIONS**

### *A Gates and Company Client Success Story*

**Greenville, DE** – **Gates and Company** is pleased to announce that the intellectual property and selected assets from its client, Wavefront Research of Bethlehem, PA, have been acquired by Agilent Technologies, Inc. Wavefront Research develops and manufactures novel optical systems for the high-speed telecommunications market. Financial terms of the transaction were not disclosed.

Wavefront engaged Gates and Company to provide assistance with business valuation, negotiations, and deal structure. Gates and Company's M&A process is based on a depth of experience gained from diverse businesses from virtually all industry segments.

"Gates and Company provided valuable assistance in determining our company's value and helping us position our negotiations," commented Thomas Stone, President of Wavefront Research. "They also helped us prioritize the important components of the deal and speed discussions to a close that was win-win for both parties."

Agilent Technologies is a Palo Alto, California-based global technology leader in communications, electronics, and life sciences.

#### **About Gates and Company**

Gates and Company is a top-caliber management consulting firm that helps technology companies strategically build their businesses and increase revenue opportunities and market share. The firm specializes in market analysis, strategy formulation, financial strategy development, business and marketing plan development, e-commerce initiatives, technology transfer, product/venture launch, and mergers and acquisitions.

Some of Gates and Company's clients include Advantacom, Camden Yards Steel, Claims OnLine, DCANet, DuPont, The Franklin Institute, Jobnet.com, MedRisk, Primepoint, Spitz, Software Consulting Group, and WaveFront Research. For more information on Gates and Company, visit [www.gatesandcompany.com](http://www.gatesandcompany.com).

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