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## First Analysis invests in data center hyperconvergence innovator Scale Computing

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**CHICAGO – August 18, 2014** – First Analysis, a leading private growth-equity investor, recently made a new investment in Indianapolis-based [Scale Computing Inc.](#), a leader in out-of-the-box data center infrastructure for the mid-market. First Analysis invested in a round that included the Indiana University Foundation and prior investors. The funds will help Scale's continued growth by allowing it to build out sales and marketing as well as extend its research and development. Scale has had support of more than \$50 million from outside investors.

A pioneer in a newer data center area known as hyperconvergence, Scale offers its HC3 platform integrating servers, storage, virtualization, and management in a single automated system that is surprisingly easy to use and self-healing. The solution dramatically lowers the barriers and costs involved in keeping applications running in a highly available, scalable manner. By collapsing the complex data center stack into a single integrated system that works transparently in the background, allowing IT admins to focus on running applications, Scale is the growing choice for hundreds of IT departments across a range of vertical markets. Scale was founded in 2009.

"Scale is disrupting the server virtualization and storage network market by stripping out complexity with an elegantly conceived, reliable, simple-to-deploy-and-use solution that provides immediate return on investment for mid-size businesses," said Craig Nankervis, vice president at First Analysis. "We look forward to supporting the Scale team as it continues to develop the compelling power of the HC3 platform and finds a wider market presence."

Scale CEO Jeff Ready said, "We appreciate the value First Analysis brings to Scale given its extensive experience helping build IT infrastructure and services companies for mid-size businesses. This investment and the expertise First Analysis brings to the table will help us more fully realize the exciting potential we see for the company."

Craig Nankervis joined Scale's board of directors.

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### ***About First Analysis***

[First Analysis](#) has one of the longest records (29 years) in private capital investing and has invested more than \$700 million across 12 funds. First Analysis invests in high-growth sectors where its expertise and differentiated research approach drive success: health care, IT applications and outsourced services, and clean-tech / chemicals. First Analysis helps established companies become profitable leaders in large markets, funding growth plans and working closely with management in areas including strategy, recruitment, sales and marketing, and corporate development. Its flexible approach targets investing \$3-10 million as lead investor or as a syndicate partner who brings valuable perspective to the table.

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