

## **FOR IMMEDIATE RELEASE**

### **Falfurrias Capital Partners Acquires Stake in Marquis Software Solutions**

*Vision: One-Stop Tech-Enabled Marketing and Compliance Solutions Provider for Financial Institutions*

**CHARLOTTE, N.C. (Sept. 29, 2016)** - Falfurrias Capital Partners, a Charlotte-based private equity firm focused on investing in growth-oriented, middle-market businesses, today announced that it has purchased a majority interest in Marquis Software Solutions Inc.

Founded in 1987 by Les Kassing and based in Plano, Texas, Marquis is a pioneer and leader in unique data analytics software and services that help financial institutions – primarily mid-tier banks and credit unions – identify marketing opportunities and meet and monitor complex and ever-evolving compliance requirements. The company has been managed since Kassing’s retirement by sons Jay, John, Jud and Jeff.

Falfurrias Capital Partners, founded by former Bank of America CEO Hugh McColl and Marc D. Oken, who served as CFO of Bank of America during McColl’s tenure, believes Marquis has the potential to become the industry standard for a single vendor offering technology solutions and services that provide financial institutions with access to actionable intelligence that can drive their revenue growth.

Former Bank of America executive Susan R. Faulkner, who has worked closely with Falfurrias Capital Partners to identify investment opportunities in companies that provide tech-enabled services for financial institutions, will join Marquis as CEO immediately. Ms. Faulkner succeeds Jay Kassing, who has announced plans to devote his time and energy to his own nonprofit organization following a brief transition period.

“Marquis has succeeded over the past three decades by transforming itself to meet the needs of its customers,” said Ms. Faulkner. “We see a tremendous opportunity to grow Marquis organically and through acquisition by enhancing its legacy capabilities while also investing in new solutions and services financial institutions need to better understand their customers and market products more effectively.”

“Marquis is very excited to have the opportunity to partner with Falfurrias Capital Partners,” said Jay Kassing. “Falfurrias is the perfect partner to help Marquis grow because of its unparalleled expertise in the financial services industry and its extensive relationships with seasoned bank executives, including Susan, who will provide significant value to the Marquis management team.”

“The Kassing brothers and all of the devoted associates at Marquis have created a tremendous success story over the past three decades,” said Ms. Faulkner. “I look forward to building on that success with John Kassing, the rest of the leadership team and the entire Marquis family.”

#### **About Marquis**

MARQUIS is a Plano, Texas-based company that is focused on getting results for over 400 financial institutions nationwide. MARQUIS sets its clients apart from their competition by providing expertise in data analytics, MCIF, CRM, strategic consulting, profitability and direct marketing – along with CRA, HMDA & Fair Lending compliance. For about 30 years, MARQUIS’ focus has been to partner with their clients to realize provable results with its software, services and consulting. Results. Nothing else matters. To learn more, visit [www.gomarquis.com](http://www.gomarquis.com).

## **About Falfurrias Capital Partners**

Falfurrias Capital Partners is a Charlotte-based private equity investment firm founded in 2006 by Hugh McColl Jr., former chairman and CEO of Bank of America, and Marc Oken, former CFO of Bank of America. The firm is focused on acquiring or investing in a diverse portfolio of growth-oriented middle-market companies. By leveraging the extensive strategic and operational experience and business relationships of the firm's principals, Falfurrias Capital Partners is positioned to be a value-added partner for both its portfolio companies and its limited partners. For more information, visit [www.falfurriascapital.com](http://www.falfurriascapital.com).

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