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Maryland Community Newspapers Online

Wednesday, Oct. 21, 2009

Names & Notes

Broadsoft to acquire California company

Broadsoft Inc. of Gaithersburg, which provides voice over Internet protocol systems, intends to acquire privately held Packet Island of Cupertino, Calif., which provides quality-of-service assessment and monitoring tools for VoIP and video networks and services.

The acquisition enables BroadSoft to address the "critical need in the market of ensuring" quality of service and quality of experience for real-time communications, the company said in a statement.

Sequella gets grant

Sequella Inc. of Rockville, which focuses on treating infectious diseases, has received a \$694,000 grant supplement as part of the American Recovery and Reinvestment Act of 2009.

Sequella will use the stimulus money to help manufacture its lead candidate, SQ109, a possible tuberculosis treatment, and provide drug supplies to continue research on how it works.

Merger activity down in debt collection sector

Year-to-date merger and acquisition activity in the debt collection/accounts receivable management industry is down from last year, mirroring overall merger and acquisition trends, according to advisory firm Kaulkin Ginsberg of Rockville.

There were 29 announced transactions with a value of \$190.3 million through the first three quarters, compared with 29 deals valued at \$1.8 billion a year ago.

Company wins \$4M DOT deal

Aquilent of Laurel, a Web-based services provider serving mainly government agencies, has won a federal Department of Transportation contract worth more than \$4 million.

Aquilent will provide Web and content management systems for dot.gov, including requirements analysis, information architecture, usability testing, visual design and

branding services. Aquilent will assist with overall Web strategy, according to company information.

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