

Alternative Technology, Epicor Strike Interim Deal

Agreement Allows for Customizing, Consulting

Aliso Viejo-based **Alternative Technology Solutions Inc.** has struck an agreement that allows it to continue to serve **Epicor Software Corp.** customers while a lawsuit between the two companies proceeds.

The agreement, reached late last month, allows Alternative Technology to provide customization and consulting services to Epicor customers as it did before the Northern California-based business software maker alleged copyright and trademark infringement in an April lawsuit, among other charges.

The June 27 deal came a few days after the U.S. District Court for the Central District of California ordered a nationwide injunction against Alternative Technology that prohibited it from possessing, copying, using or accessing Epicor products or documents not li-

censed, and from using Epicor software for an "impermissible purpose."

Alternative Technology said that keeping an uninterrupted flow of business is its top priority.

"While we have the means and the willingness to oppose the injunction vigorously, we have reached this agreement so that we could continue to service our customers and reduce concerns that the litigation would further interfere with our relationships," said **Vivian Keena**, who launched Alternative Technology in 2008 after working as an executive at Epicor. "Our philosophy has always been one of collaboration with Epicor in the belief that our ability to drive greater value to a customer is mutually beneficial."

Alternative Technology, which debuted at No. 16 on the Business Journal's October list of the fastest-growing private companies, specializes in ERP and CRM services that help manufacturers more efficiently



Phengdara: Kingston sees businesses flocking to the cloud

implement Epicor business software.

The company has more than 700 clients, including Lake Forest-based Mexican fast-food chain **Del Taco LLC**.

Epicor, which was one of OC's largest software makers with about \$450 million in annual sales, moved its headquarters from Irvine to Northern California in 2011 after London-based **Apax Partners LLC** acquired the company for \$976 million.

Alternative Technology is trying to reach a resolution with Epicor regarding the lawsuit, Keena said.

The company previously announced the suit was "unwarranted" and that it planned to defend itself "vigorously against these false claims."

Kingston Joins Alliance

Fountain Valley-based **Kingston Technology Co.** has joined a global consortium of IT leaders to define and develop a unified set of standards and operability for data centers and the cloud, two of the sector's fastest-growing segments.

The company's push to join the Open Data Center Alliance comes as companies of all sizes look to the cloud to store data rather than on on-site locations, which tend

to be more costly and cumbersome.

"Kingston sees a trend toward an open environment where customers know their exact data center needs and requirements and do not want to pay for additional hardware or service support if it's not needed," said **Sim Phengdara**, Kingston's server memory business manager. Kingston is the world's largest memory products maker for computers and consumer electronics, with an estimated \$5 billion in sales in 2012.

It specializes in DRAM products, the most common type of memory components used in computers and increasingly in big data services and solid-state drives for enterprise customers.

Kingston served as the alliance's break-fast sponsor at its 2013 forecast in San Francisco.

It joins a noted list of companies in the consortium, including **BMW, China Unicom, Deutsche Bank, JPMorgan Chase, Lockheed Martin** and **Marriott International Inc.**



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REAL ESTATE DEALS

Sales and leases of offices, industrial buildings, retail space and apartments

Compiled by Dana Truong

SALE



Yahya Nawroz recently sold an office building for nearly \$1.6 million in Irvine to **The Donovan Co.**, an accounting firm. The 4,960-square-foot building is at 9930 Research Drive.

Donovan Co. will occupy the two-story property, according to data service provider **CoStar Group Inc.**

Brokers involved in the deal included **Wind Water Realty Advisers Inc.**'s **Tibor Kelemen** and **Matthew Turcutto**, as well as **Brett Kluewer** of **Colliers International**.

Kelemen and Turcutto represented the seller, while Kluewer represented the buyer.

Please send real estate deals to deals@ocbj.com. For sales, please list buyer and seller, sale price, square footage, building type, address and names of brokers and brokerages involved in the deal. For leases, please include tenant name, amount of square footage leased, type of space leased, value and duration of lease, address, landlord and brokers and brokerages involved in the deal.

SALE



227 N. Brea Blvd., Brea

Price: \$1.5 million
Building: retail
Square feet: 5,450
Price per square foot: \$275.23
Buyer: Ava Property Investments LLC
Seller: undisclosed
Broker(s): **Brett Cervantes** of Paul Kott Realtors Inc.

LEASE

4100 Birch St., Newport Beach

Space: 2,417
Building: office
Terms: length undisclosed; \$113,599
Tenant: EFreightSolutions LLC
Landlord: TN Toad LLC
Broker(s): **Dan Mudge** of NAI Capital

SALE



13800 Arizona St., Westminster

Price: \$1.7 million
Building: office
Square feet: 11,935
Price per square foot: \$142.44
Buyer: Vina Holdings
Seller: Braathen Family Trust
Broker(s): **Steve Ehrich, Dan Mudge** of NAI Capital

LEASE

2110 S. Yale St., Santa Ana

Space: 13,440
Building: industrial
Terms: length undisclosed; \$407,663
Tenant: **Michelle Howard**
Landlord: **Michael Alan** and **Jeanette Freedman**
Broker(s): **John Manion** of NAI Capital

SALE



7100 Honold Circle, Garden Grove

Price: \$3.4 million
Building: industrial
Square feet: 27,997
Price per square foot: \$120.55
Buyer: Intra Storage Systems Inc.
Seller: Cunningham Family Trust
Broker(s): **Curt Stalder, Jim Snyder** of Lee & Associates Commercial Real Estate Services; **Brad Bierbaum** of CBRE Group Inc.

LEASE

12782 Monarch St., Garden Grove
Space: 45,560

Building: industrial
Terms: undisclosed
Tenants: Riviera Beverages LLC and Custom Apparel Solutions
Landlord: CRP-2 Monarch LLC
Broker(s): **Chuck Hardy, Jim Snyder** of Lee & Associates; **Mike Bouma** of Voit Commercial Real Estate Services Inc.