

## INVESTMENT CRITERIA

Target Equity Investment:

\$10 million - \$30 million

Target EBITDA:

\$2 million - \$12 million

Controlling or Substantial  
Minority Ownership Position

Company Characteristics

- Recurring revenue
- Scalable business model
- Growing end-markets
- Differentiated service platform
- Established brand/market presence

Over \$1 billion  
of enterprise  
value acquired  
since 1999.

## TRANSACTIONS FROM \$10 MILLION - \$125 MILLION

*Building value in the middle market since 1999.*



Buyouts: Exits, Succession Planning, Roll-Ups



Growth: Organic Growth, Strategic Acquisitions



Recapitalizations: Estate Planning,  
Debt/Equity Consolidation



Corporate Divestitures: Strategic Acquisitions,  
Management Buyouts

## INDUSTRIES



Business Services



Industrial Services



Technology



Consumer Services

## POST-CLOSING INITIATIVES

- Custom growth strategies
- Strategic personnel upgrades
- Infrastructure enhancement
- Market penetration/expansion
- Operational process improvements
- New product/service development

# REPRESENTATIVE PORTFOLIO COMPANIES



BUSINESS SERVICES  
HVAC services



BUSINESS SERVICES  
Fire and life safety services



BUSINESS SERVICES  
Outsourced human  
resources services



BUSINESS SERVICES  
Fire and life safety services



BUSINESS SERVICES  
Sign and lighting services



BUSINESS SERVICES  
Specialty consulting



INDUSTRIAL SERVICES  
Water/wastewater control  
systems integrator



INDUSTRIAL SERVICES  
Specialty coatings



INDUSTRIAL SERVICES  
Specialty coatings



INDUSTRIAL SERVICES  
Specialty inks and coatings



TECHNOLOGY  
Healthcare billing &  
payments



TECHNOLOGY  
Casting & auditioning  
solutions



TECHNOLOGY  
Online solutions for govern-  
ment and municipal clients



CONSUMER SERVICES  
Drug and alcohol  
treatment facilities



CONSUMER SERVICES  
Home healthcare



CONSUMER SERVICES  
Ambulatory sugery centers

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