

## **Middle Market Investors**

Since 1970

**Business Services** sector specialists

79 Platform Investments totaling over \$2.1B of Capital Invested

Seeking new platform investments in businesses with \$5M-25M EBITDA

## **BUSINESS SERVICES**

- → Utility & Infrastructure Services
- → Commercial Facility Services
- → Residential Services
- → Transportation & Logistics
- → Outsourced Professional Services
- → Digital Marketing Services

- → Environmental Services
- → IT Services
- → Software & Tech-Enabled Services
- → Insurance & Insurance Services
- → Compliance & Risk Management
- → Financial Technology

## **TEAM**

## **Partners**

John Compall Marc McManus Chris Perry Doug Potters Scott Schwartz J.D. Wright

## **Principals & VPs**

Brian James Steve LaFrance Alex Lieberman Drew Neils Andrew Roche Sloan Wilson

## **Business Development**

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### **DIGITAL MARKETING SERVICES**

Data-driven, integrated digital marketing services provider.



**IT SERVICES** Provider of digital engineering and outsourced software development services.



### **COMMERCIAL FACILITY SERVICES**

Provider of industrial refrigeration system maintenance, repair, design, and parts distribution.



**RESIDENTIAL SERVICES** Integrated property management and associated residential services platform focused on HOAs and condo associations.

## CREST

### **INSURANCE SERVICES**

Insurance brokerage focused on commercial P&C, employee benefits, and personal lines.



**UTILITY & INFRASTRUCTURE SERVICES** Leading nationwide provider of private utility locating and concrete scanning services.



#### SOFTWARE & TECH-ENABLED

**SERVICES** Provider of tech-enabled survey and sampling data services for market research agencies, consulting firms, and corporations.



IT SERVICES Value-added reseller offering a wide range of wired and wireless products for the IoT market and related engineering and provisioning services.



**IT SERVICES** Provider of managed services and technology consulting focused on enterprise clients' mission critical-technology infrastructure.



IT SERVICES Provider of cybersecurity services focused on identity security, including access management, identity governance, and privileged account management.



# SOFTWARE & TECH-ENABLED SERVICES, COMPLIANCE & RISK MANAGEMENT Provider of tech-

enabled environmental health and safety (EHS) and risk management solutions.



## **TRANSPORTATION & LOGISTICS**

Technology-enabled freight broker offering a full suite of services including refrigerated, dry van, power only, drop trailer, and cross border solutions.



# **INSURANCE SERVICES** Insurance brokerage and MGA focused on commercial insurance for the not-for-profit and human services sectors.



## **INSURANCE SERVICES**

Leading insurance brokerage and MGA focused on commercial and specialty personal lines.



**INSURANCE SERVICES** Provider of damage assessment, cost estimating, forensic engineering, and construction project management services to insurance carriers and claims services firms.

Platform investment focused searches:

- Design and Engineering Services
- → Outsourced Accounting, HR, Payroll Services
- Construction Materials Testing & Quality Assurance
- → Gas/Electric Utility Maintenance & Repair
- → Commercial Restoration Services
- → ERP Implementation & Consulting
- → HVAC/R Distribution
- → Facility Access Control Services