



Middle Market Investors

Founded in 1970

Business Services sector specialists

82 Platform Investments totaling over **\$2.4B of Capital Invested**

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

BUSINESS SERVICES SECTORS

- 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
- Sloan Wilson
- J.D. Wright

Principals & VPs

- Brian James
- Steve LaFrance
- Alex Lieberman
- Drew Neils
- Andrew Roche

Business Development

- Nick Canderan
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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.

**INSURANCE SERVICES**

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



IT SERVICES Leading data managed services provider offering database management, data and analytics, and application implementation, development and support services.

**UTILITY & INFRASTRUCTURE SERVICES**

Leading nationwide provider of private utility locating and concrete scanning services.



IT SERVICES Cloud-focused Oracle implementation and managed services provider.

**UTILITY & INFRASTRUCTURE SERVICES**

Provider of infrastructure design, engineering and consulting services across transportation, water, municipal advisory, broadband and land development end markets.



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:

- Programmatic/OTT Marketing
- Outsourced Accounting, HR, Payroll Services
- Construction Materials Testing & Quality Assurance
- Gas/Electric Utility Maintenance & Repair
- Commercial Restoration Services
- Public Sector Cyber Security Services
- HVAC/R Distribution
- Facility Access Control Services