



# Middle Market Investors

Founded in 1970

Business Services sector specialists

88 Platform Investments totaling just under \$2.9B 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
- Value Added Distributors
- Environmental Services
- IT Services
- Software & Tech-Enabled Services
- Insurance & Financial Services
- Compliance & Risk Management

## Platform Investment Focused Searches:

- Education/Training & Licensing
- Outsourced Accounting, HR, Payroll Services
- Commercial MEP Services
- Distributed Asset Management Services
- Gas/Electric Utility Maintenance & Repair
- Medical Device MRO
- Architectural Services
- Facility Access Control Services

## TEAM

### Partners

John Compall  
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### Principals & VPs

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## Portfolio Companies Considering Add-On Acquisitions



**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.



**FINANCIAL SERVICES** Independent, hybrid registered investment advisor providing comprehensive wealth management services.



**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.



**COMMERCIAL FACILITY SERVICES** Leading provider of remote video monitoring and crime prevention 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 cyber security 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.



**COMMERCIAL FACILITY SERVICES**  
Provider of renovation and restoration services to multi-family properties.



**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.



**CONNECTED TV ("CTV") MARKETING MANAGED SERVICES** provider that delivers audience-centric campaigns to connected TVs and other streaming devices.



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