

# A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE

NATIONWIDE FOOTPRINT AND GLOBAL REACH

FOCUS

Investment Banking



## WHO WE ARE

- **Middle market investment bank since 1982**; serving clients from \$5-\$300M in transaction size
- **Nationwide presence** with 30+ bankers and 15+ staff and advisors
- **Deep industry experience** in targeted industry verticals
- **M&A Worldwide** partner firm, providing FOCUS clients local expertise—globally

## WHAT WE DO

### Sell Side

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

### Buy Side

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

### Capital Raise

FOCUS arranges debt and/or equity financing to help fuel client growth.

## WHY FOCUS

- Bankers have a deep **C-level industry operating experience**, that optimizes our deal execution
- **Customized approach** that is tailored to meet each client's objectives
- All engagements are run by **senior bankers**
- Dedicated **senior research team** with premier research tools and databases, providing **superior research capabilities**
- **Proven track record** of success with strong references

## INDUSTRY PRACTICE AREAS

Advanced Manufacturing

Automotive

Business Services

Ecommerce

Food & Beverage

Government, Aerospace & Defense

Industrials & Energy

Healthcare

Human Capital Management

Software & IT

Supply Chain

Telecom

[www.focusbankers.com](http://www.focusbankers.com) | Atlanta | Los Angeles Metro | Washington, DC Metro 100% employee owned through an ESOP

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker dealer and member FINRA/SIPC

Turn to learn more about  
our Software & IT Practice

# SOFTWARE & IT

## ONE OF THE MOST EXPERIENCED MIDDLE MARKET IT INVESTMENT BANKING TEAMS IN THE COUNTRY.

IT is the oldest and largest FOCUS industry practice. It was founded 16 years ago by former industry CEOs who continue to run and grow the practice. We can help our clients navigate through complex decisions *because we've been there, as owners and operators.*

### TEAM HIGHLIGHTS

- Extensive IT private equity and strategic buyer relationships and closings
- Heavy **international experience** and contact base
- Superb CEO client references
- A very **high closing rate**

### SOFTWARE & IT AREAS OF FOCUS

- Digital Transformation (UI/UX Design Development, Digital Marketing)
- Cloud Solutions (Public/Private, AWS, Azure, Google)
- SaaS and Software
- IT Consulting and Staffing
- Cybersecurity (Software and Services)
- Managed Service Providers
- Data Analytics and Data Management
- ERP and CRM (SAP, Oracle, Infor, Microsoft, Salesforce, Workday)

### SAMPLE TRANSACTIONS

**KIAN** CAPITAL and **PSV** PARKSOUTH  
have recapitalized the merger of



**UTG**

has been acquired by



**KIVU**

has been recapitalized by



**TEMPUS NOVA**

has been recapitalized by



**RESILIENCE** CAPITAL PARTNERS

has acquired the assets and business of



**projekt202**

has acquired



**FUTURETECH** HOLDING COMPANY

has acquired



**TRIBRIDGE**

has been recapitalized by



**virtusa**

has acquired



**TÜV Rheinland**

has acquired



**Pepperweed**

has sold its assets to



**ALLIN** Corporation

has been acquired by



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CONDUCTED OVER

# 225

TRANSACTIONS

# FOCUS

Investment Banking

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