

# 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

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100% employee owned through an ESOP

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

## INDUSTRY PRACTICE AREAS

Advanced Manufacturing

Automotive

Business Services

Ecommerce

Food & Beverage

Government, Aerospace & Defense

Industrials & Energy

Healthcare

Human Capital Management

Managed Service Providers

Software & IT

Supply Chain

Telecom

CONDUCTED OVER

225

TRANSACTIONS  
FIRMWIDE

OVER

40

YEARS OF MIDDLE  
MARKET EXPERIENCE



# TELECOM

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

The FOCUS Telecommunications Technology and Services Group has a 10+ year track record of guiding our clients through successful transaction processes. Our team has a combined 30+ years of industry experience and a deep network of relationships with acquirers and investors in the space. We come from senior positions at leading middle market and boutique investment banks and can help owners make complex decisions and find the right partner at the right time.

- Navigating both full and partial sale processes
- Building an enterprise through targeted M&A
- Debt and equity financings
- Financial modeling and analysis

## AREAS OF FOCUS

- Voice and data telecommunications service providers
- Network support services such as engineering, construction and maintenance
- Telecommunications hardware and software
- Equipment distribution and supply chain services

## SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Sage Management.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a brand of</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Digital West Holdings, Inc.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has acquired</p>  <p>The undersigned assisted in the negotiations, and acted as financial advisor to ADDVantage Technologies Group, Inc.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to ADDVantage Technologies Group, Inc.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to American Interstate Company, LLC.</p> 
<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Core180.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Southern Diversified Technologies, Inc.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to TouchStar Software.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Communications Systems, Inc.</p> 	<p>This announcement appears as a matter of record only.</p>  <p>Your business is our business.</p> <p>has been recapitalized by</p>  <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to John Shearman, Inc.</p> 

## TEAM CONTACTS

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