

# 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 \$10-\$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 Aftermarket  
Business Services  
E-commerce  
Food & Beverage  
Government & Defense  
Industrials & Energy  
Healthcare  
Human Capital Management  
Life Sciences  
Supply Chain  
Technology Services  
Telecom

CONDUCTED OVER

# 250

TRANSACTIONS FIRMWIDE

OVER

# 40

YEARS OF MIDDLE MARKET EXPERIENCE

[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



## TEAM CONTACTS

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## TECHNOLOGY SERVICES

### ONE OF THE MOST EXPERIENCED MIDDLE MARKET 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

## TECHNOLOGY SERVICES 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 (MSP)
- Data Analytics and Data Management
- ERP and CRM (SAP, Oracle, Infor, Microsoft, Salesforce, Workday)

## SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p><b>dsM</b> has been acquired by <b>THRIVE</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as exclusive financial advisor to dsM Technology Consultants, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>STRATUM</b> has been acquired by a subsidiary of <b>OST</b> <b>Koniag</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Stratum Technology Management, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>ACCSCIENT</b> a subsidiary of <b>FUTURE TECH</b> has acquired <b>Intra</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Lightrock Technology Partners.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>LIGHTHOUSE</b> has been acquired by <b>coretelligent</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Lightrock Technology Partners.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>cantij</b> received an investment from <b>LNC PARTNERS</b></p> <p>The undersigned assisted in the negotiations and acted as financial advisor to Lightrock Technology Partners.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Accelerate</b> has been acquired by <b>The Purple Guys</b> a portfolio company of <b>IKIAN</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Accelerate, Inc.</p> <p><b>FOCUS</b></p>
<p>This announcement appears as a matter of record only.</p> <p><b>aeCyberSolutions™</b> has been acquired by <b>Deloitte</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Deloitte.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Stonebridge</b> has been acquired by <b>SIERRA DIGITAL</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Stonebridge Consulting.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Intelligent Technical Studios</b> has been acquired by <b>TOWER ARCH CAPITAL</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Tower Arch Capital.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Pxl</b> has been recapitalized by <b>bv</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Pxl/ECS.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>GENERAL INFORMATICS</b> has been recapitalized by <b>ROSEWOOD PRIVATE INVESTMENTS</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to General Informatics.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>VERSIANT</b> has been acquired by <b>GENERAL INFORMATICS</b> a portfolio company of <b>ROSEWOOD PRIVATE INVESTMENTS</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Versiant.</p> <p><b>FOCUS</b></p>

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