

FOCUS Investment Banking Represents Entech as it Becomes a Platform Managed Service Provider with Investment from Prospect Partners

This announcement appears as a matter of record only.

entech

has received a significant investment from

Prospect Partners

The undersigned assisted in the negotiations and acted as exclusive financial advisor to Entech.

FOCUS
Investment Banking

Washington, DC, (December 20, 2022) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, announced today that [Entech](#) has completed a recapitalization partnership with [Prospect Partners](#). The goal of this funding is to accelerate Entech’s growth and expansion efforts, priming it for a focused acquisition strategy. FOCUS served as catalyst for the deal with Prospect Partners and exclusive financial advisor to Entech.

In its 25th year in business, Entech, a 2022 [MSP 501](#) winner, aims to build the most recognizable managed IT service-focused organization in Florida. Entech realized early on that it needed to attract and acquire like-minded IT companies focused on growth and customers, which the company has honored.

“We always knew it would be imperative to identify the right capital partner with a willingness to allow Entech the autonomy to continue running the business in the same manner we are known for,” said Entech CEO Jake Spanberger. “We found that in Prospect Partners, which has a long history of supporting growing, entrepreneurial services businesses like ours. Their experience in scaling midmarket service organizations, coupled with strong financial relationships and a true

commitment to partnership, provides nearly unlimited ability for us to meet or exceed our goals, and do it in less time than initially anticipated.”

Since 2015, Entech has grown exponentially, both in the number of employees and realized revenue. The company has also completed six M&A transactions, resulting in successful integrations and growth. This most recent acquisition strategy will aid in such endeavors in the future.

“Entech is a highly respected organization with an unmatched reputation and market-leading position in the Southwest Florida market. The company has built an industry-leading and scalable model based on superior customer service. It also provides advanced technology and security solutions to its customers,” said Brad O’Dell, a partner at Prospect Partners.

“We believe Entech is uniquely positioned for growth,” added Mike McInerney, a director at Prospect Partners. “We look forward to supporting management as it continues to scale the company and expand its regional presence.”

Entech’s day-to-day management structure will stay the same. The company will continue to be led by Jake Spanberger, Buddy Martin, David Spire, and Jeremy Stakely.

“I’ve known Brad O’Dell and Prospect Partners for over a decade, and a couple of years ago started working to help introduce the private equity firm to potential platform MSP prospects that would be best suited for them,” commented Abe Garver, FOCUS MSP Team Leader and Managing Director. “From the start we saw a great cultural fit between Prospect Partners and Entech in that both businesses liked each other on a personal level. The roadmap for growth in 2023 and beyond is very exciting and we’re excited to be a continued catalyst for great things in the future.”

About FOCUS Investment Banking (“FOCUS”)

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients.

FOCUS’ Managed Service Provider (MSP) Team is one of the most active and successful in North America. In 2020 alone, FOCUS closed MSP transactions with 22 parties including serving as advisor to five of the 10 MSP private equity platforms that were created in America as announced by Channel E2E. FOCUS’s MSP Team executes on a customized strategy tailored to meet each client’s objectives. We bring deep industry expertise and years of transaction experience to every engagement.

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit www.focusbankers.com/technology.

*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.

**Source: [Channel Futures](#)



Abe Garver
Managing Director
abe.garver@focusbankers.com
Phone: 646-620-6317



Stan Gowisnock
Managing Director
stan.gowisnock@focusbankers.com
Phone: 203-530-3376



Bob Beard
Managing Director
bob.beard@focusbankers.com
Phone: 404-557-1045