

# A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

## 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
- Consumer
- Food & Beverage
- Government & Defense
- Industrials & Energy
- Healthcare
- Supply Chain
- Technology Services
- Telecom

CONDUCTED OVER

**250**

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

This announcement appears as a matter of record only.



has been acquired by



a portfolio company of



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to J-LEE Associates, Inc.



This announcement appears as a matter of record only.



has been acquired by



FIXED COST PRODUCTION



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Sage Management.



This announcement appears as a matter of record only.



has been acquired by



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Software Strategy, Inc.



This announcement appears as a matter of record only.



has been acquired by



A member of



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Digital West Holdings, Inc.



This announcement appears as a matter of record only.



has acquired



The undersigned assisted in the negotiations, and acted as financial advisor to ADvantage Technologies Group, Inc.



This announcement appears as a matter of record only.



has been acquired by



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Southern Dimension Technologies, Inc.



This announcement appears as a matter of record only.



Your business is our business.



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Stone Gianfranceschi, Inc.



This announcement appears as a matter of record only.



has acquired



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to ADvantage Technologies Group, Inc.



This announcement appears as a matter of record only.



has received a minority equity investment from



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to DSCI Corporation.



This announcement appears as a matter of record only.



has sold certain assets to



The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to TouchStar Software.



## TEAM CONTACTS

### RICH PIERCE

Managing Director

Team Leader

202.470.1983

rich.pierce@focusbankers.com

### DAVID FREELAND

Managing Director

978.505.1837

david.freeland@focusbankers.com

**FOCUS**  
Investment Banking

www.focusbankers.com