

# M&A ADVISORS TO THE TOP MANAGED SERVICE PROVIDERS

## A HIGHLY SEASONED AND KNOWLEDGEABLE INVESTMENT BANKING TEAM DEDICATED TO ASSISTING MIDDLE MARKET OWNERS REALIZE THEIR GOALS.

FOCUS' MSP Team executes on a customized strategy tailored to meet each client's objectives. We work with equal ease on the sell-side and the buy-side, bringing deep industry expertise and years of transaction experience to every engagement.

- Navigating an exit or growth partnership
- Extensive international reach and research
- Building an enterprise through targeted M&A
- Recapitalizations and distressed situations

## SERVICES

### Sell Side

- We are the catalyst for preemptive offers between large strategic buyers and first generation private equity-backed MSP platforms (formed between 2014-2017)
- We are a catalyst for private equity groups making their initial investments into Top 25 ranked founder-owned MSPs with \$2 – \$10M in EBITDA
- We help MSPs decide whether to accept an unsolicited offer, and when necessary, introduce alternatives

### Buy Side

- We help strategic buyers and middle market private equity groups acquire first generation private equity-backed MSP platforms (formed between 2014-2017)
- We help lower-middle market private equity groups make their first platform investment
- We help MSP platforms find 'off-market' targets in the \$1 – \$20 million EBITDA range

## SAMPLE TRANSACTIONS

This announcement appears as a matter of record only.



GENERAL INFORMATICS  
CORPORATE TECHNOLOGIES

a portfolio company of



ROSEWOOD  
PRIVATE INVESTMENTS

has acquired



UNICOM  
TECHNOLOGIES

The undersigned initiated this transaction, assisted in the negotiations, and acted as exclusive financial advisor to General Informatics.



This announcement appears as a matter of record only.



GENERAL INFORMATICS  
CORPORATE TECHNOLOGIES

a portfolio company of



ROSEWOOD  
PRIVATE INVESTMENTS

has acquired



CMS  
IP TECHNOLOGIES

The undersigned initiated this transaction, assisted in the negotiations, and acted as exclusive financial advisor to General Informatics.



This announcement appears as a matter of record only.



CYBERSHEATH  
TECH CONSULTING

received an investment from



LIGHTVIEW  
CAPITAL

The undersigned initiated this transaction, assisted in the negotiations, and acted as exclusive financial advisor to CyberSheath Services.



This announcement appears as a matter of record only.



cantey  
TECH CONSULTING

RECEIVED AN INVESTMENT FROM



LNC  
PARTNERS

The undersigned initiated this transaction, assisted in the negotiations, and acted as exclusive financial advisor to Cantey Tech Consulting.



This announcement appears as a matter of record only.



LIGHTHOUSE  
TECH CONSULTING

has been acquired by



coreintelligent

The undersigned initiated this transaction, assisted in the negotiations, and acted as exclusive financial advisor to Lighthouse Technology Partners.



This announcement appears as a matter of record only.



VERSIANT  
CORPORATE TECHNOLOGIES

has been acquired by



GENERAL INFORMATICS

a portfolio company of




ROSEWOOD  
PRIVATE INVESTMENTS

The undersigned initiated this transaction, assisted in the negotiations, and acted as exclusive financial advisor to Versiant.




This announcement appears as a matter of record only.




Accelerate

has been acquired by




The Purple Guys

a portfolio company of



KIAN CAPITAL

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Accelerate, Inc.



This announcement appears as a matter of record only.



AKUITY

has been acquired by



ICS

a portfolio company of




CLEARLIGHT  
PARTNERS, LLC

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Akuity.




This announcement appears as a matter of record only.




LOCKSTEP  
TECHNOLOGY

has been recapitalized by




RENOVUS  
CAPITAL

The undersigned acted as financial advisor to Renovus Capital in this transaction.




This announcement appears as a matter of record only.




Five Talent

has been acquired by



effectual

The undersigned acted as financial advisor to Five Talent Software in this transaction.



This announcement appears as a matter of record only.



ICS

has been recapitalized by



CLEARLIGHT  
PARTNERS, LLC

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to ICS.



This announcement appears as a matter of record only.



LITG

has been acquired by



coreintelligent

a portfolio company of



VSS

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to United Technology Group.



## TEAM CONTACTS

ABE GARVER  
Managing Director  
MSP Team Leader  
646.620.6317  
abe.garver@focusbankers.com

STAN GOWISNOCK  
Managing Director  
Technology Services Team Leader  
stan.gowisnock@focusbankers.com

MITCH PRUST  
Managing Director  
Cloud Solutions Team Leader  
612.860.7700  
mitch.prust@focusbankers.com

BOB BEARD  
Managing Director  
404.963.8256  
bob.beard@focusbankers.com

ERIC OGANESOFF  
Managing Director  
202.470.1969  
eric.oganesoff@focusbankers.com

NANCY ROLLAND  
Managing Director  
954.610.3410  
nancy.rolland@focusbankers.com

APRIL TAYLOR  
Managing Director  
202.470.1976  
april.taylor@focusbankers.com

LEAH WHITE  
Managing Director  
724.448.6180  
leah.white@focusbankers.com

A TEAM WITH  
**125+ YEARS**  
OF COMBINED  
TRANSACTION EXPERIENCE

**FOCUS**

Investment Banking

MSP TEAM

# 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

Human Capital Management

Supply Chain

Technology Services

Telecom

CONDUCTED OVER

250

TRANSACTIONS FIRMWIDE

OVER

40

YEARS OF MIDDLE MARKET EXPERIENCE

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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