



CLIENT CASE STUDY

Entech has received a significant investment from Prospect Partners



About 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.

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.



Results

Entech has completed a recapitalization partnership with Prospect Partners. The goal of this funding is to accelerate Entech's growth and expansion efforts, priming them for a focused acquisition strategy. FOCUS served as catalyst for the deal with Prospect Partners and exclusive financial advisor to Entech.

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.



Next Steps

To learn more about our MSP investment banking services or to discuss your specific situation with no obligation please feel free to call FOCUS' MSP Team Leader and Managing Director, Abe Garver, 646-620-6317 or abe.garver@focusbankers.com.



"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. 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."

JAKE SPANBERGER
CEO of Entech

