

# 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

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

[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

### STAN GOWISNOCK

Managing Director  
Technology Services Team Leader  
203.530.3376  
stan.gowisnock@focusbankers.com

### MITCH PRUST

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

### ABE GARVER

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

### GEORGE SHEA

Managing Director  
904.491.1757  
george.shea@focusbankers.com

### JOHN BRADSHAW

Senior Advisor  
541.306.6451  
john.bradshaw@focusbankers.com

### BOB MAIDEN

Managing Director  
215.353.0486  
bob.maiden@focusbankers.com

## 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></p> <p>has been acquired by</p> <p><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></p> <p>has been acquired by</p> <p><b>OST</b></p> <p>a subsidiary of</p> <p><b>Koniag</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to STRATUM Technology Partners, LLC.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>ACCSCIENT</b></p> <p>a subsidiary of</p> <p><b>FUTURETECH</b></p> <p>has acquired</p> <p><b>Intra</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Lighthouse Technology Partners.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>LIGHTHOUSE</b></p> <p>has been acquired by</p> <p><b>coretelligent</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Lighthouse Technology Partners.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>cantey</b></p> <p>has been acquired by</p> <p><b>LNC</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Cantey Tech Consulting.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Accelerate</b></p> <p>has been acquired by</p> <p><b>ThePurpleGuys</b></p> <p>a portfolio company of</p> <p><b>KIAN</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></p> <p>has been acquired by</p> <p><b>Deloitte</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to aeCyberSolutions.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Stonebridge</b></p> <p>has been acquired by</p> <p><b>SIERRADIGITAL</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</b></p> <p>has been acquired by</p> <p><b>TOWER ARCH</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Intelligent Technical Solutions.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>Pxl</b></p> <p>has been recapitalized by</p> <p><b>bv</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Pxl.</p> <p><b>FOCUS</b></p>	<p>This announcement appears as a matter of record only.</p> <p><b>GENERAL INFORMATICS</b></p> <p>has been recapitalized by</p> <p><b>ROSEWOOD</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>VERSANT</b></p> <p>has been acquired by</p> <p><b>GENERAL INFORMATICS</b></p> <p>a portfolio company of</p> <p><b>ROSEWOOD</b></p> <p>The undersigned related this transaction, assisted in the negotiations, and acted as financial advisor to Versant.</p> <p><b>FOCUS</b></p>

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