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



- 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

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

### 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

YEARS OF MIDDLE MARKET EXPERIENCE





# **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.

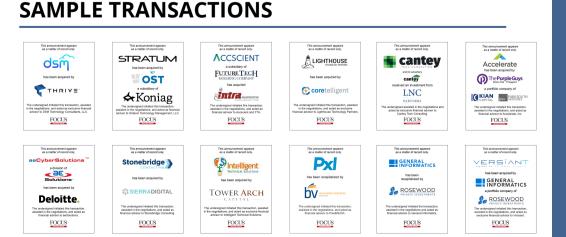
# **TEAM HIGHLIGHTS**

- 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)



### **TEAM CONTACTS**

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