

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

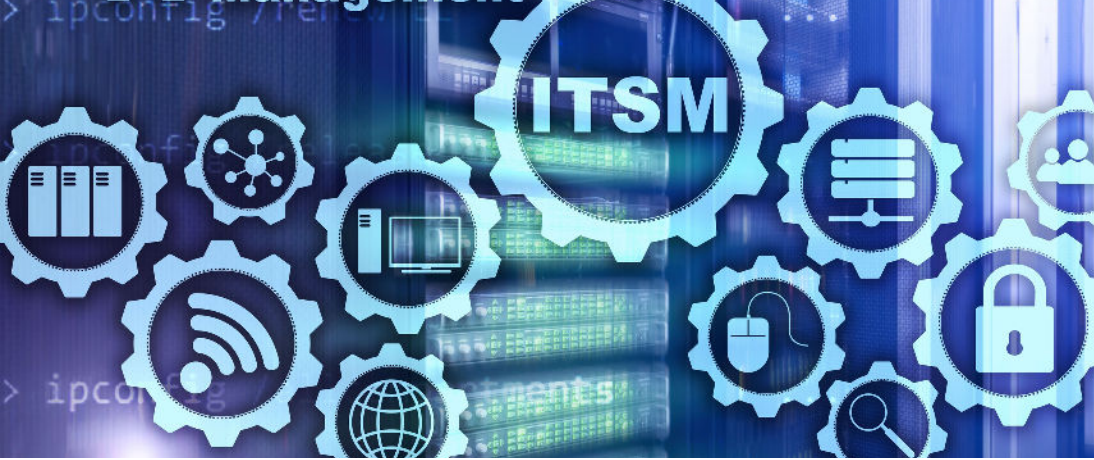
250

TRANSACTIONS FIRMWIDE

OVER

40

YEARS OF MIDDLE MARKET
EXPERIENCE



TEAM CONTACTS

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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>dsM has been acquired by THRIVE</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to DSME Holdings Corporation, LLC.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>STRATUM has been acquired by OST a subsidiary of Koniag</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Stratum Technology Management, LLC.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>ACCSCIENT a subsidiary of FUTURETECH has been acquired by Intra</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Accscient and FutureTech.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>LIGHTHOUSE has been acquired by coretelligent</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Lighthouse Technology Partners.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>cantey has been acquired by LNC PARTNERS</p> <p>The undersigned assisted in the negotiations and acted as financial advisor to Cantey Tech Consulting.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Accelerate has been acquired by The Purple Guys a joint venture company of KIAN</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Accelerate, Inc.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>meCyberSolutions has been acquired by Deloitte</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to meCyberSolutions.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Stonebridge has been acquired by SIERRADIGITAL</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Stonebridge Technology.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Intelligent Technical Solutions has been acquired by TOWER ARCH</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Intelligent Technical Solutions.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>Pxl has been acquired by bv</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Pxl.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>GENERAL INFORMATICS has been acquired by ROSEWOOD</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to General Informatics.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>VERSIANT has been acquired by GENERAL INFORMATICS a joint venture company of ROSEWOOD</p> <p>The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Versiant.</p> <p>FOCUS</p>

FOCUS
Investment Banking

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