

FOCUS' MSP Team is one of the most active and successful in North America. Over the past 4 years we have catapulted 12 MSPs into "New Platforms" for private equity sponsors and advised on MSP transactions with 76 different buyers and sellers.

FOCUS has advised on MSP/MSSP transactions with 76 parties in 4 years...

MSP Buyers

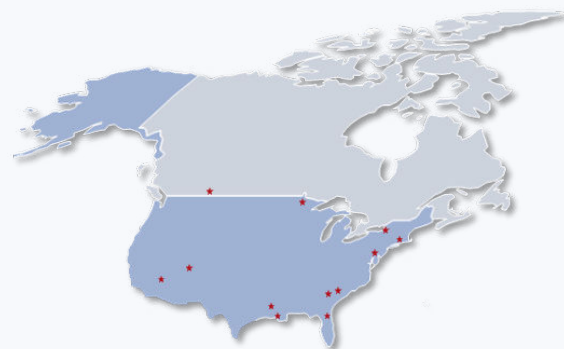


MSP Sellers



...including 12 'Platform' investments

- | | | | |
|---|---|----|--|
| 1 |  The Purple Guys
Trouble-Free IT Support | 7 |  Intelligent Technical Solutions
TOWER ARCH
CAPITAL |
| 2 |  KIAN
CAPITAL | |  PSV PARKSOUTH
VENTURES |
| 3 |  ICS | 8 |  entech
Prospect Partners |
| 4 |  CLEARLIGHT
PARTNERS LLC | 9 |  IRON EDGE |
| 5 |  Integris.
Frontenac | |  PRO VELOCITY |
| 6 |  GENERAL INFORMATICS | |  Riverside. |
| |  ROSEWOOD
PRIVATE INVESTMENTS | 10 |  LOCKSTEP
TECHNOLOGY GROUP |
| |  cantey
TECH CONSULTING | |  RENOVUS
CAPITAL |
| |  LNC
PARTNERS | 11 |  MSP CORP |
| |  CYBERSHEATH
LIGHTVIEW CAPITAL | |  Access |
| | | 12 |  WALTER
CAPITAL PARTNERS |
| | | |  Alfar Capital |
| | | |  Announcement pending |



The 12 Platforms have closed approximately 60 add-on acquisitions

58% of the 'Platforms' were formed by "Mergers of Equals"

1. The Purple Guys (ECS + My IT)
3. Integris (Domain + Tier 1)
5. Cantey Tech (Cantey Tech + Cantey EDU)
7. ITS (Intelligent Technical Solutions + Intivix + PC Miracles)
8. Entech (Entech + ITVantage)
9. ProVelocity + IronEdge
11. MSP Corp + Groupe Access

Platform investments are the life blood of private equity, as they are viewed as the starting point for more acquisitions in the future.



Abraham Garver
MSP Team Leader &
Managing Director

Abraham Garver leads the MSP Team for FOCUS Investment Banking. Over the past 4 years the team has advised on MSP transactions with 76 parties including catapulting the 12 MSP above into "New Platforms" for private equity sponsors.

During his career Mr. Garver has worked on sell-, buy- and valuation assignments with approximately 150 public, private, and fastest-growing members of the MSP501, CRN500, ChannelE2E Top 100 & Inc. 500 and served as a guest commentator on Bloomberg and MSP Business School.

Contact Us

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