



TEAM CONTACTS

BARRY CALOGERO

Team Leader
 Managing Director
 703.628.3093
 barry.calogero@focusbankers.com

KELLY KITTRELL

Managing Director
 214.662.4655
 kelly.kittrell@focusbankers.com

JIM SOWERS

Managing Director
 804.525.8541
 jim.sowers@focusbankers.com

MIKE MCCRAW

Managing Director
 205.915.8282
 mike.mccraw@focusbankers.com

WILLIAM SNOW

Managing Director
 312.282.1738
 william.snow@focusbankers.com

APRIL TAYLOR

Managing Director
 202.470.1976
 april.taylor@focusbankers.com

ANNA BRUMBY WHITE

Principal
 404.680.0252
 anna.brumbwhite@focusbankers.com

BOB MAIDEN

Managing Director
 215.353.0486
 bob.maiden@focusbankers.com

ALEX WILLIAMS

Principal
 949.771.5414
 alex.williams@focusbankers.com

CYRIL SCHLUP

Principal
 410.858.4223
 cyril.schlup@focusbankers.com

BOB BEARD

Chief Compliance Officer and Managing Director
 404.557.1045
 bob.beard@focusbankers.com

BUSINESS SERVICES

ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

Welcome to the FOCUS Business Services Group. Leveraging years of industry specific transaction experience, our bankers can confidently advise on mergers, acquisitions and raising capital for growing businesses across the business services industry.

FOCUS clients benefit from our extensive industry relationships and inside knowledge of current valuations and deal structures.

BUSINESS SERVICES TEAM HIGHLIGHTS

- Dynamic industry leaders up to date on new technologies
- Deep experience and a track record of success in several of these B2B service sectors
- Provides M&A advisory services to entrepreneurs, owners, and investors
- Superb client references
- Strong strategic buyer relationships
- Members of M&A Worldwide; enabling FOCUS to easily execute international transactions

SAMPLE TRANSACTIONS

 This announcement appears as a notice of acquisition. a division of ae Solutions has been acquired by Deloitte . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. cantey has been acquired by LINC PARTNERS . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. SAGE has been acquired by rib . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. MICROCONSULT INC. has been acquired by Certified Group . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. Avar Consulting, Inc. has been acquired by AMDEX . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. Helpmates has been acquired by TAL FINT LUNCH . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.
 This announcement appears as a notice of acquisition. BUSINESS INTECH has been acquired by Aquila . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. The Financial Services Co has been acquired by Logically . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. Stonebridge has been acquired by SIERRADIGITAL . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. Pxl has been acquired by bv . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. GENERAL INFORMATICS has been acquired by ROSEWOOD . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.	 This announcement appears as a notice of acquisition. ACCSCIENT has been acquired by Mission Critical Systems . The announcement is a notice of acquisition, issued in the registration, and dated as follows: 10/1/2014.

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