



CLOUD SOLUTIONS

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

The FOCUS Cloud Solutions Team is part of our overall Technology Services team — one of the most active and successful in North America. We bring technical cloud expertise and combine it with FOCUS’ more than three decades of experience for the benefit of our clients. Team Leader Mitch Prust has helped close nearly \$500 million in M&A deals with recent wins in the cloud space. Also during his career he has helped companies raise more than \$500 million and win managed service contracts over \$10.5 billion. He has been involved in key multiple global acquisitions and successful integrations of strategic companies in technology, cloud, defense, and managed and professional services.

CLOUD SOLUTIONS TEAM HIGHLIGHTS

- Extensive IT and cloud solutions private equity and strategic buyer relationships and closings
- Technical expertise & experience as a buyer/seller combined with global M&A experience
- Heavy international experience and contact base
- Superb CEO client references
- A very high closing rate

SAMPLE TRANSACTIONS

<p>This announcement appears as a matter of record only.</p> <p>Accelerate has been acquired by The Purple Guys a subsidiary company of KIAN CAPITAL</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Accelerate and The Purple Guys.</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 Konig</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Stratum and OST.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>ACCSCIENT a subsidiary of FUTURETECH HOLDING COMPANY has acquired Entera</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Accscient and Entera.</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 advised this transaction, assisted in the negotiations, and acted as financial advisor to Lighthouse and Coretelligent.</p> <p>FOCUS</p>
<p>This announcement appears as a matter of record only.</p> <p>Five Talent has been acquired by effectual</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Five Talent and Effectual.</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 advised this transaction, assisted in the negotiations, and acted as financial advisor to Stonebridge and Sierra Digital.</p> <p>FOCUS</p>	<p>This announcement appears as a matter of record only.</p> <p>GENERAL INFORMATICS ROSEWOOD PRIVATE INVESTMENTS has acquired CMSS</p> <p>The undersigned advised 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>GENERAL INFORMATICS has acquired ROSEWOOD</p> <p>The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to General Informatics.</p> <p>FOCUS</p>

TEAM CONTACTS

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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.

Industry Practice Areas

Advanced Manufacturing
Automotive Aftermarket
Business Services
Consumer
Food & Beverage
Government & Defense
Industrials & Energy
Healthcare
Supply Chain
Technology Services
Telecom

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

CONDUCTED OVER

250

TRANSACTIONS FIRMWIDE

OVER

40

YEARS OF MIDDLE MARKET
EXPERIENCE