

FOCUS OVERVIEW

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.

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 Provider (MSP)
- Managed Security Service Provider (MSSP)
- Data Analytics
- Data Management
- ERP and CRM (SAP, Oracle, Infor, Microsoft, Salesforce, Workday)

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SAMPLE TRANSACTIONS

<p>Your work/commitment appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Network Computing Group, Inc.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>and merged with</p>  <p>The undersigned acted as financial advisor to MSP Corp.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to PurpleGigs, Inc.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has received a significant investment from</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Entech.</p> <p>FOCUS</p>
<p>Your work/commitment appears as a matter of record only.</p>  <p>a subsidiary of</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to AccScient and Future Ther.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Cantey Tech Consulting.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>received an investment from</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to CyberSheath Bankers.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Versant.</p> <p>FOCUS</p>
<p>Your work/commitment appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Charter.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has recapitalized the equity of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Riverside.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>a portfolio company of</p>  <p>has acquired</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to General Informatics.</p> <p>FOCUS</p>	<p>Your work/commitment appears as a matter of record only.</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to DS Tech.</p> <p>FOCUS</p>

FOCUS OVERVIEW

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

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle marketing clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

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

CONDUCTED OVER
250
TRANSACTIONS FIRMWIDE

OVER
40
YEARS OF MIDDLE MARKET
EXPERIENCE

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