

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 Providers
- Data Analytics
- Data Management
- ERP and CRM (SAP, Oracle, Infor, Microsoft, Salesforce, Workday)

TEAM CONTACTS

STAN GOWISNOCK

Team Leader
Chief Strategic Advisor
203.530.3376
stan.gowisnock@focusbankers.com

MITCH PRUST

Managing Director
612.860.7700
mitch.prust@focusbankers.com

ABE GARVER

Managing Director
646.620.6317
abe.garver@focusbankers.com

LEAH WHITE

Managing Director
724.448.6180
leah.white@focusbankers.com

MICHAEL BIRMINGHAM

Managing Director
703.915.6731
michael.birmingham@focusbankers.com

PAUL CARTER

Managing Director
808.389.5151
paul.carter@focusbankers.com














































BOB MAIDEN

Managing Director
215.353.0486
bob.maiden@focusbankers.com

GALEN PYLE

Senior Advisor
503.867.2413
galen@focusbankers.com

SAMPLE TRANSACTIONS

<p>Your work product appears as a member 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 Newco Computing Group, Inc.</p> 	<p>Your work product appears as a member 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>Your work product appears as a member 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 Action Technologies, Inc.</p> 	<p>Your work product appears as a member 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>Your work product appears as a member 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 Bullfinch.</p> 	<p>Your work product appears as a member of record only.</p>  <p>and its subsidiary</p>  <p>received an investment from</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Cantey Tech Consulting.</p> 	<p>Your work product appears as a member 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>Your work product appears as a member 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>Your work product appears as a member 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 Securix7.</p> 	<p>Your work product appears as a member of record only.</p>  <p>has recapitalized the merger of</p>  <p>The undersigned initiated this transaction, assisted in the negotiation, and acted as financial advisor to Riverside.</p> 	<p>Your work product appears as a member 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>Your work product appears as a member 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 DSTech.</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 market 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