

FOCUS MSP OVERVIEW

M&A ADVISORS TO THE TOP MANAGED SERVICE PROVIDERS

FOCUS' MSP Team is one of the most active and successful in North America. Over the past 5 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 5 years...

MSP BUYERS

MSP SELLERS

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...including 12 'Platform' investments

<p>1   </p>	<p>7  </p>
<p>2   </p>	<p>8  </p>
<p>3  </p>	<p>9   </p>
<p>4  </p>	<p>10  </p>
<p>5  </p>	<p>11    </p>
<p>6  </p>	<p>12  </p>



The 12 Platforms have closed approximately 60 add-on acquisitions

67% of the 'Platforms' were formed by "Mergers of Equals"

1. The Purple Guys (ECS + My IT)
3. Integriss (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
12. SUCCESS + NETRIO


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
Managing Director

Abraham Garver works with the MSP Team for FOCUS Investment Banking. Over the past 5 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.

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