

# 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.

## 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

 has been acquired by  a portfolio company of	 has been acquired by  a portfolio company of	 has been acquired by  a portfolio company of	 has been acquired by 
 has been invested in by <b>Private Investors</b>	 has been recapitalized by 	 has provided a \$8M mezzanine loan financing to 	 has been acquired by 
 has been acquired by 	 has been acquired by 	FOCUS Holding USA, The Employee Stock Ownership Trust has received financing from 	 has been recapitalized by  and <b>ELEPHANT</b>

## TEAM CONTACTS

### BARRY CALOGERO

Team Leader  
 Managing Director  
 703.628.3093  
[barry.calogero@focusbankers.com](mailto:barry.calogero@focusbankers.com)

### BOB MAIDEN

Managing Director  
 215.353.0486  
[bob.maiden@focusbankers.com](mailto:bob.maiden@focusbankers.com)

### MIKE MCCRAW

Managing Director  
 205.915.8282  
[mike.mccraw@focusbankers.com](mailto:mike.mccraw@focusbankers.com)

### BILL SNOW

Managing Director  
 312.282.1738  
[william.snow@focusbankers.com](mailto:william.snow@focusbankers.com)

### APRIL TAYLOR

Managing Director  
 202.470.1976  
[april.taylor@focusbankers.com](mailto:april.taylor@focusbankers.com)

### ANNA BRUMBY WHITE

Managing Director  
 404.680.0252  
[anna.brumbwhite@focusbankers.com](mailto:anna.brumbwhite@focusbankers.com)



## 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 delivers results for middle-market clients across 11 industry coverage groups. With a team of over 100 banking professionals supported by senior advisors and specialists in operations, research, compliance, and marketing, FOCUS provides clients with comprehensive expertise and seamless execution.

## 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
- Seamless cross-border transaction capabilities giving clients access to global buyers, investors, and opportunities in today's dynamic international market.

## 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

Agribusiness and Food  
Automotive  
Business Services  
Consumer  
Fintech  
Government & Defense  
Industrials & Energy  
Healthcare  
Manufacturing  
Supply Chain  
Technology Services  
Telecom

---

CONDUCTED OVER  
**450**  
TRANSACTIONS FIRMWIDE

## WHY FOCUS

- **Deep Operating Expertise:** Our senior bankers bring real-world C-level operating experience, giving us unique insight into your business—and how to position it for maximum value.
- **Senior-Level Attention—Start to Finish:** Every engagement is led by a senior banker who remains hands-on throughout the process, ensuring experience and accountability at every step.
- **Tailored Strategies, Not Templates:** No two businesses are alike. We customize each process to align with your goals, timeline, and legacy.
- **Best-in-Class Research Power:** Our in-house research team leverages top-tier data platforms and proprietary insights to uncover the right buyers, investors, or targets others might miss.
- **Proven Results Across Industries:** With hundreds of successful transactions and satisfied clients, our track record speaks for itself—ask us for references.

OVER  
**40**  
YEARS OF MIDDLE MARKET  
EXPERIENCE