

## We Don't Expect Perfection. Only Potential.

Pre-middle market companies are at a critical spot in their development; entrepreneurial in spirit yet ready for a partner to help them chart their next path. That's been Prospect Partners' sweet spot for over two decades.

We seek out businesses that have what it takes: leadership in their particular industry plus management that's as ready to collaborate as we are. In fact, no one has more experience generating exceptional outcomes for pre-middle market companies than Prospect Partners.



# 25

YEARS OF HISTORY

# 170+

TRANSACTIONS

# 55+

PLATFORMS BUILT

## Our Recent Platform Activity.

We are actively pursuing add-on acquisitions for our most recent investments.

### BLACKWOOD

#### Add-On Acquisition Criteria:

Specialty transportation, logistics management, recycling, and disposal companies serving the utility markets



CENTRAL STATES  
HVAC SOLUTIONS

#### Add-On Acquisition Criteria:

Distribution / manufacturers rep organizations and service companies serving the commercial HVAC market

### entech

#### Add-On Acquisition Criteria:

Southeast-based managed technology and cybersecurity services providers serving SMBs

### CCS

#### Add-On Acquisition Criteria:

Virtual reception and outsourced contact center businesses located in the U.S.

## Team

### Brett Holcomb

Partner

bholcomb@prospect-partners.com

### Erik Maurer

Partner

emaurer@prospect-partners.com

### Brad O'Dell

Partner

bodell@prospect-partners.com

### Mike McInerney

Director

mmcinerney@prospect-partners.com

### Colin O'Donnell

Vice President

codonnell@prospect-partners.com

### Zach Stander

Vice President

zstander@prospect-partners.com

## Criteria

**EBITDA:** \$2 million to \$8 million

**Revenue:** \$10 million to \$75 million

**Control:** Majority

**Industries:** Specialty Services, Niche Manufacturing, Distribution, Food and Consumer Products

## Entrepreneur Support System

We work closely with management teams, seek collaboration, and know trust must be earned every day. We bring a hands-on approach that is tailored for the challenges and opportunities facing small companies today.

- Accelerate Growth Initiatives and Develop Replicable Playbook
- Implement Robust Strategic Plans
- Guide Infrastructure Building and Improved Governance
- Augment Management Teams

## Active Portfolio Companies



Wedgewood is a full-service provider of wedding and banquet services.

*Temecula, CA*



Bland is one of North Carolina's leading full-service providers of landscape design, installation, enhancement, and maintenance.

*Apex, NC*



QMI is a leading manufacturer of physical security and protection products for commercial and residential applications.

*Itasca, IL*



All Glass & Windows is a leading specialty distributor and installer of impact windows for remove & replace remodelers, home builders, and general contractors.

*Sarasota, FL*




ProClip is a leading value-added designer and distributor of mounting solutions for commercial and consumer electronic devices.

*Madison, WI*



Cyclonaire offers custom-engineered and manufactured pneumatic conveying systems for the transfer of dry bulk materials.

*York, NE*



Blackwood is a leading utility services provider offering specialty transportation, logistics, recycling and disposal services.

*Bloomington, IN*




Central States is a leading products and service provider for custom, highly engineered HVAC systems, primarily serving commercial end markets.

*Ferdale, MI*



Entech is a leading managed technology and cybersecurity services provider offering a full suite of IT solutions.

*Fort Myers, FL*



CCS is a leading provider of technology-enabled outsourced virtual receptionist and inbound communication customer service solutions.

*Minnetonka, MN*

## Realized Portfolio Companies









