

## STATE AND LOCAL GOV'T (SLG) TECHNOLOGY

### THEESIS

OUR VISION IS TO BUILD  
AN INDUSTRY-LEADING  
TECHNOLOGY PLATFORM  
FOCUSED ON HELPING LOCAL  
AND STATE GOVERNMENT  
CUSTOMERS BETTER SERVE  
THEIR CONSTITUENTS

### SUBSECTORS OF INTEREST

- Citizen Engagement
- Public Safety / Emergency Services
- Infrastructure and Asset Management
- Workforce Management
- Data Analytics / Record Management

### About ACP

Align Capital Partners (ACP) is a growth-oriented private equity firm that partners with business owners and management teams to create shared success. ACP brings larger firm deal execution experience, relationships, and resources to help companies achieve their growth goals.

**Committed Capital**     \$775 million assets under management

**Experienced Team**     Completed more than 150 investments over the last 15+ years

### SLG Investment Criteria

- Cloud Based SaaS or tech-enabled services model
- Minimum \$5mm ARR with >75% recurring revenue
- Gross margin of 50% or higher
- \$0-7mm EBITDA
- Diversified customer base

### ACP Relevant SLG Technology Experience

ACP has extensive experience helping founders and management teams grow within the Government Technology space.



#### Infrastructure Software

Provider of software and services to government tolling agencies



#### Data Analytics

Provider of data, market intelligence, and consulting services to municipalities and utilities



#### Citizen Engagement

Nationwide provider of public safety notification services to SLG customers

### Contacts

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\* Indicates the investment was led by one of the Align Managing Partners while he was a member of the investment team at The Riverside Company