

# Transformational Growth Partners.

Align Capital Partners (ACP) is a growth-oriented private equity firm making control investments in lower middle market companies across North America. ACP brings larger firm execution experience to help companies accelerate growth by investing in people, processes and technology early in the partnership.

<b>Company Size</b>	\$3 – \$15 mm EBITDA or > \$5 mm ARR for software companies
<b>Enterprise Value</b>	Up to \$150mm
<b>Investment Size</b>	\$20 – \$60 mm targeted hold

## Platform Attributes



Actionable organic growth / add-on prospects



Recurring demand products or services



Niche leadership / differentiation



30% + gross margins / 15% + EBITDA margins

## Preferred Sectors

### Software and Tech-Enabled Services

Providers of proven technology solutions designed to help customers accelerate data and technology adoption.

- Vertical enterprise software
- Business intelligence
- Data and information services
- IT services
- Digital engineering

### Professional Business Services

Outsourced providers of technical or performance-oriented advisory services.

- Business process outsourcing
- Financial services
- Training and certification services
- Marketing services
- Specialty consulting services
- IT managed services

### Industrial Services

Outsourced providers of necessary maintenance, repair, safety or compliance services.

- Test, inspection and compliance services ("TIC")
- Safety and training services
- Utility services
- Maintenance and repair services
- Environmental services

### Specialty Manufacturing & Distribution

Producers or distributors of technical products with consumable or recurring demand profiles.

- Specialized contract manufacturing
- Engineered components
- Virtual manufacturers
- Industrial automation products
- Aftermarket, MRO or safety products

#### Katie Noggle

Partner, Business Development  
knoggle@aligncp.com

#### Sarah Tyson

Senior Associate, Business Development  
styson@aligncp.com

#### Matt Beesley

Partner  
mbeesley@aligncp.com

#### Jack Parks

Partner  
jparks@aligncp.com

#### Chris Jones

Managing Partner  
cjones@aligncp.com

#### Matt Iodice






Partner  
miodice@aligncp.com

#### Rob Langley






Managing Partner  
rlangley@aligncp.com

# Select Investments

## Software and Tech-Enabled Services

 <p><b>Data / Analytics and Digital Consulting</b> Dec 2022   HQ: Newton, MA Provider of end-to-end data and analytics services expediting enterprise digital transformation</p> <p><b>Add-On Criteria:</b> Data / analytics, digital transformation and cloud consulting providers</p>	 <p><b>Utility Market Intelligence</b> June 2019   HQ: Boulder, CO Provider of predictive analytics, market research, benchmarking data, and consulting services for utilities</p> <p><b>ADD-ONS (11 CLOSED)</b> <b>Criteria:</b> Software, consulting, research, and data/analytics services to utility providers</p>	 <p><b>Government Software</b> June 2022   HQ: Indianapolis, IN SaaS provider of public access land and asset management software and recurring services</p> <p><b>ADD-ONS (3 CLOSED)</b> <b>Criteria:</b> Providers of land mgmt, asset mgmt, permitting and other adjacent GIS-based software</p>	 <p><b>Tech-Enabled Marketing Services</b> Dec 2021   HQ: Atlanta, GA Technology-enabled, flexible talent marketplace for the marketing world</p> <p><b>Add-On Criteria:</b> Marketing services solution providers</p>	 <p><b>Government Technology</b> July 2020   HQ: Richardson, TX Provider of electronic tolling and smart mobility technology and software</p> <p><b>Exited in Sept 2021</b></p>
---	---	--	---	--

## Software and Tech-Enabled Services






 <p><b>Tech-Enabled Outsourced Services</b> Sept 2018   HQ: Wayland, MA Tech-enabled business process outsourcing provider to a network of independent distributors of promotional products</p> <p><b>Exited in Dec 2022</b></p>	 <p><b>Outsourced Legal Services</b> Oct 2023   HQ: New York, NY A national, tech-enabled legal process outsourcing provider focused on appellate services</p> <p><b>Add-On Criteria:</b> Appellate services and other legal services</p>	 <p><b>Tax Advisory Services</b> Aug 2023   HQ: Baton Rouge, LA Provider of tech-enabled cost segregation studies and other specialty tax services</p> <p><b>Add-On Criteria:</b> Specialty tax service providers</p>	 <p><b>Security &amp; Safety Services</b> July 2023   HQ: McLean, VA Global provider of security, medical and travel-related services</p> <p><b>Add-On Criteria:</b> Domestic security and medical response service providers</p>	 <p><b>Professional Services</b> July 2020   HQ: Boston, MA Specialized accounting, tax and valuation advisory firm serving public, private equity-backed, and pre-IPO companies</p> <p><b>Exited in Aug 2022</b></p>
---	--	--	--	--

## Professional Business Services

## Industrial Services

 <p><b>Elevator Maintenance Services</b> Sept 2019   HQ: Millersville, MD Independent union provider of preventative maintenance, repair, and modernization for elevators and escalators</p> <p><b>ADD-ONS (1 CLOSED)</b> <b>Criteria:</b> Independent providers of elevator and/or escalator services in the mid-Atlantic region</p>	 <p><b>Air Testing Environmental Services</b> Oct 2016   HQ: Decatur, AL Provider of source emissions testing and leak detection and repair services to industrial facilities in the United States</p> <p><b>Exited in July 2021</b></p>	 <p><b>Food and Ingredient Testing</b> Dec 2017   HQ: Memphis, TN Provider of food safety and testing solutions to food, ingredient, and feed manufacturers, suppliers, and distributors</p> <p><b>Exited in Feb 2022</b></p>	 <p><b>Fire and Life Safety</b> Dec 2017   HQ: Cleveland, OH National provider of fire and life safety services for commercial facilities</p> <p><b>Exited in May 2022</b></p>	 <p><b>Reliability and Safety Services</b> Nov 2017   HQ: Cleveland, OH Provider of operational efficiency, reliability, and safety services (electrical safety, predictive maintenance and consulting/repair services)</p> <p><b>Exit Announced Feb 2024</b></p>
--	---	--	--	--

## Specialty Manufacturing & Distribution

 <p><b>Animal Health Products</b> March 2021   HQ: Miami, FL Custom formulator and contract manufacturer of nutritional supplements, dermatological, and grooming products for companion animals</p> <p><b>Add-On Criteria:</b> Animal health products manufacturers and/or brands</p>	 <p><b>Specialty Sealing Products</b> Feb 2020   HQ: Seabrook, NH Tech-enabled, specialty distributor of elastomer O-rings, gaskets, and other performance seals and products</p> <p><b>ADD-ONS (6 CLOSED)</b> <b>Criteria:</b> Specialty sealing distributors or manufacturers of O-rings, gaskets, and/or engineered high-perf. sealing products</p>	 <p><b>Drug Testing Products and Services</b> Nov 2022   HQ: Minneapolis, MN Leading provider of point-of-care drugs of abuse testing products and laboratory services</p> <p><b>Add-On Criteria:</b> Government-focused providers of outsourced drugs of abuse testing, background screening and occupational health services</p>	 <p><b>Precision Engineered Components</b> May 2022   HQ: Dallas, TX Manufacturer of SMT stencils, tooling and related custom products for electronics and semiconductor manufacturing applications across North America</p> <p><b>ADD-ONS (2 CLOSED)</b> <b>Criteria:</b> Manufacturers or distributors of high-volume components for electronics manufacturers</p>	 <p><b>Filtration Products</b> June 2017   HQ: Louisville, KY Provider of replacement filter cartridges to the pool/spa and industrial air markets across North America and Europe</p> <p><b>Exited in Oct 2021</b></p>
---	---	---	---	--