

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.

Company Size	\$3 – \$15 mm EBITDA or > \$5 mm ARR for software companies
Enterprise Value	Up to \$150mm
Investment Size	\$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

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Investments

Software and Tech-Enabled Services




Data / Analytics and Digital Consulting
Dec 2022 | HQ: Newton, MA
Provider of end-to-end data and analytics services expediting enterprise digital transformation

Add-On Criteria: Data / analytics, digital transformation and cloud consulting providers



Utility Market Intelligence
June 2019 | HQ: Boulder, CO
Provider of predictive analytics, market research, benchmarking data, and consulting services for utilities

ADD-ONS (9 CLOSED)
Criteria: Software, consulting, research, and data/analytics services to utility providers




Government Software
June 2022 | HQ: Indianapolis, IN
SaaS provider of public access land management software and recurring services

ADD-ONS (1 CLOSED)
Add-On Criteria: Providers of land management, permitting and other adjacent GIS-based software



Tech-Enabled Marketing Services
Dec 2021 | HQ: Atlanta, GA
Technology-enabled, flexible talent marketplace for the marketing world

Add-On Criteria: Marketing services solution providers



Government Technology
July 2020 | HQ: Richardson, TX
Provider of electronic tolling and smart mobility technology and software

Exited in Sept 2021


Software and Tech-Enabled Services



Tech-Enabled Outsourced Services
Sept 2018 | HQ: Wayland, MA
Tech-enabled business process outsourcing provider to a network of independent distributors of promotional products


Exited in Dec 2022

Professional Business Services



Veterinary Services
March 2020 | HQ: Richmond, VA
Practice management company providing companion animal veterinary, emergency, and boarding services through its partner clinics


ADD-ONS (17 CLOSED)
Criteria: Veterinary clinics and hospitals located in the Midwest, Northeast, and Southeast regions



Professional Services
July 2020 | HQ: Boston, MA
Specialized accounting, tax and valuation advisory firm serving public, private equity-backed, and pre-IPO companies

Exited in Aug 2022

Industrial Services



Elevator Maintenance Services
Sept 2019 | HQ: Millersville, MD
Independent union provider of preventative maintenance, repair, and modernization for elevators and escalators


ADD-ONS (1 CLOSED)
Criteria: Independent providers of elevator and/or escalator services in the mid-Atlantic region



Reliability and Safety Services
Nov 2017 | HQ: Cleveland, OH
Provider of operational efficiency, reliability, and safety services (electrical safety, predictive maintenance and consulting/repair services)


ADD-ONS (3 CLOSED)
Criteria: Enterprise asset management, electrical safety, predictive maintenance, or training providers

Industrial Services




Air Testing Environmental Services
Oct 2016 | HQ: Decatur, AL
Provider of source emissions testing and leak detection and repair services to industrial facilities in the United States

Exited in July 2021



Food and Ingredient Testing
Dec 2017 | HQ: Memphis, TN
Provider of food safety and testing solutions to food, ingredient, and feed manufacturers, suppliers, and distributors


Exited in Feb 2022



Fire and Life Safety
Dec 2017 | HQ: Cleveland, OH
National provider of fire and life safety services for commercial facilities

Exited in May 2022

Specialty Manufacturing & Distribution



Animal Health Products
March 2021 | HQ: Miami, FL
Custom formulator and contract manufacturer of nutritional supplements, dermatological, and grooming products for companion animals


Add-On Criteria: Animal health products manufacturers and/or brands



Specialty Sealing Products
Feb 2020 | HQ: Seabrook, NH
Tech-enabled, specialty distributor of elastomer O-rings, gaskets, and other performance seals and products

ADD-ONS (4 CLOSED)
Criteria: Specialty sealing distributors or manufacturers of O-rings, gaskets, and/or engineered high-perf. sealing products

Specialty Manufacturing & Distribution



Drug Testing Products and Services
Nov 2022 | HQ: Minneapolis, MN
Leading provider of point-of-care drugs of abuse testing products and laboratory services

Add-On Criteria: Government-focused providers of outsourced drugs of abuse testing, background screening and occupational health services



Precision Engineered Components
May 2022 | HQ: Dallas, TX
Manufacturer of SMT stencils, tooling and related custom products for electronics and semiconductor manufacturing applications across North America

ADD-ONS (1 CLOSED)
Criteria: Manufacturers or distributors of high-volume components for electronics manufacturers



Filtration Products
June 2017 | HQ: Louisville, KY
Provider of replacement filter cartridges to the pool/spa and industrial air markets across North America and Europe

Exited in Oct 2021