

ACG[®] Boston

DEALFEST

Northeast

GUIDEBOOK

WELCOME

On behalf of the ACG Boston Board of Directors and more than 570 Boston members, it gives me great pleasure to welcome you to the 11th annual DealFest Northeast! We are thrilled to have the opportunity to host the deal community in Boston for our flagship event that highlights the New England market and brings dealmakers from across the country into our vibrant city, for a truly unique experience.

This year, DealFest Northeast will kick off on June 10 with a Young Professionals & ACCELERATOR Alumni Networking Reception, followed by the Opening Block Party at Lawn on D, set to be the ultimate M&A networking experience.

You'll mingle with 800+ middle-market deal professionals — including capital providers, intermediaries, transaction advisors, and strategics — and enjoy the buzz, fun, and spontaneity that Lawn on D is known for. With more exciting opportunities to connect and engage in meaningful conversations, the Opening Block Party sets the right tone for relationship-building that could lead to your next big deal.

On June 11, we will once again host DealSource at the Boston Convention & Exhibition Center – an exclusive event for capital providers & investment banks. DealSource is dedicated to helping these individuals make high quality connections through participant driven, one-on-one meetings and exclusive networking opportunities, for a full, efficient day of relationship building.

DealFest will also feature a Women of Leadership Breakfast, and a series of speaker sessions on June 11, covering the relevant topics and hot button issues facing the middle-market M&A community today. Attendees will hear from industry experts on a middle-market M&A update, navigating first-time seller transactions, enterprise governance for AI, and doing deals with family offices. The day ends with a closing cocktail reception, so you can solidify the relationships you've built over the previous two days.

ACG strives to innovate and respond to the changing needs of professionals involved in middle-market dealmaking. We encourage you to share your feedback on this format, to ensure we are delivering programming that is valuable and complementary to the way in which you do business. I want to thank our Board of Directors, DealFest committee and our executive team, who put this terrific event together. Welcome to DealFest Northeast – we look forward to sharing the best of New England with you!

Regards,



Gus Phelps

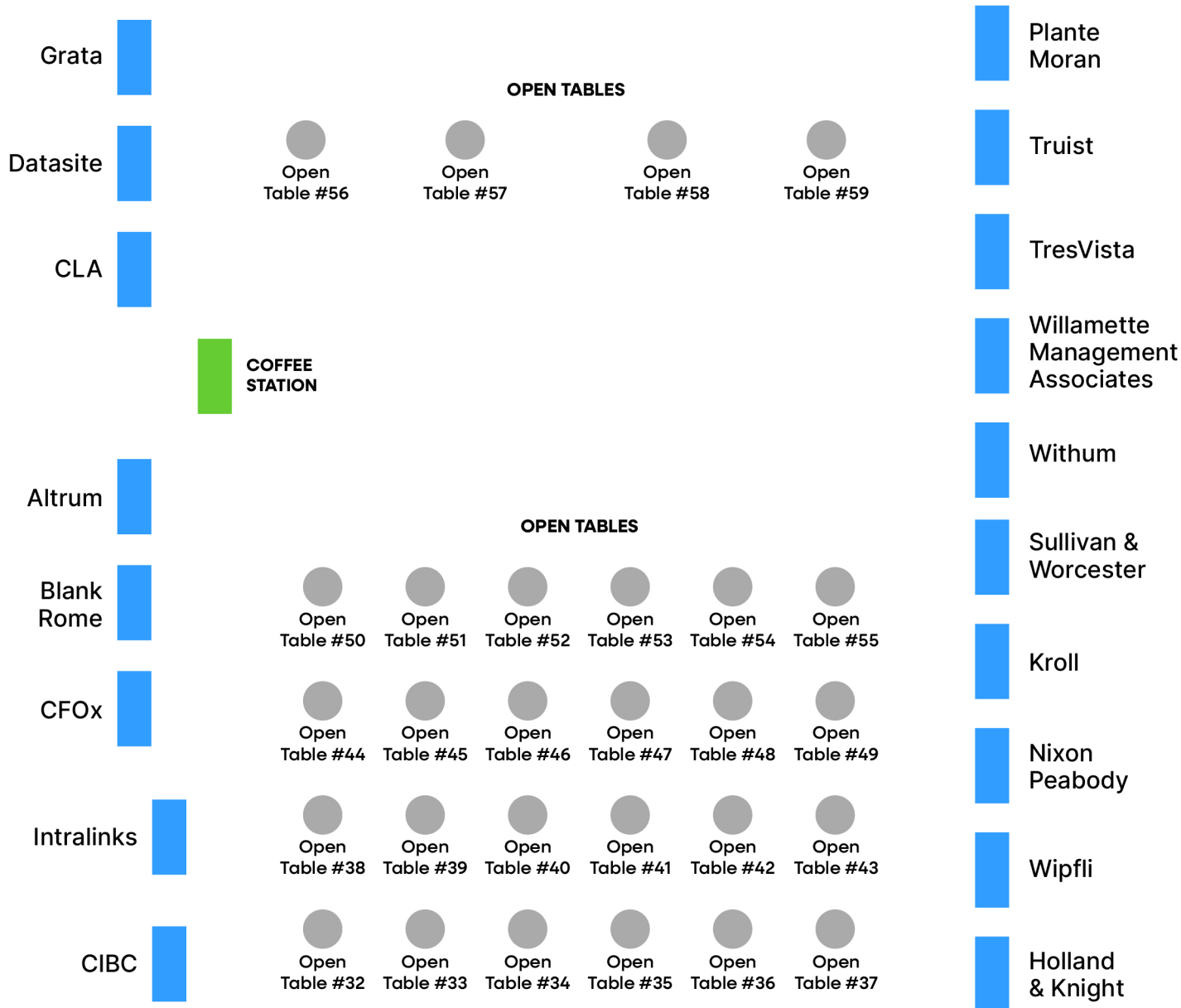
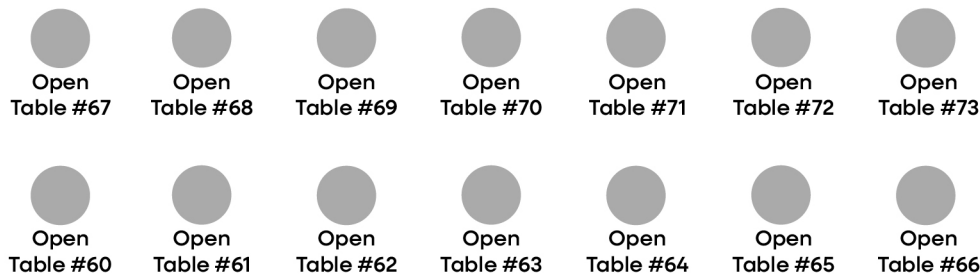
President, ACG Boston

Private Capital Solutions Director, Polen Capital

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ATTENDEE LOUNGE

**DEALSOURCE TABLES
(RESERVED FOR DEALSOURCE MEETINGS)**

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
















































































































































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 **Wolf &
Company**

 **Ed Marsh
Consulting**

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	 Spire Research	 Strategic Exit Advisors	 TM Capital #1	 TM Capital #2	 TM Capital #3	 TruSight LLC #1	 TruSight LLC #2	 Wipfli Corporate Finance
	 Resonance Advisory Group	 RS Finance & Consulting	 RubinBrown Corporate Finance	 Shields & Company #1	 Shields & Company #2	 Silverview Credit Partners	 Spearhead Corporate Development	 Raymond James #4
	 Piper Sandler #1	 Piper Sandler #2	 Piper Sandler #3	 Prospect Capital	 Provident Healthcare Partners	 Raymond James #1	 Raymond James #2	 Raymond James #3
TABLES M - Y	 Morgan Partners	 Nomura #1	 Nomura #2	 OnMark Capital Inc.	 Osage Advisors	 Partner Capital Group	 Phoenix IB	 Progress Partners
	 Mad River Associates #1	 Mad River Associates #2	 Mad River Associates #3	 Merrimack Group	 Mirus Capital Advisors #1	 Mirus Capital Advisors #2	 Mirus Capital Advisors #3	 Mirus Capital Advisors #4
TABLES E - L	 Kroll #1	 Kroll #2	 Kroll #3	 Lincoln Int'l #1	 Lincoln Int'l #2	 Lincoln Int'l #3	 Lincoln Int'l #4	 G-P
	 Hyde Park Capital #1	 Hyde Park Capital #2	 Intrepid Investment Bankers LLC	 JEGI CLARITY	 Knowcraft Analytics Pvt Ltd	 KPMG Corporate Finance #1	 KPMG Corporate Finance #2	 Deerpath Capital
	 Hennepin Partners LLC	 Holland & Knight	 Hudson Avenue Partners	 Houlihan Lokey #1	 Houlihan Lokey #2	 Houlihan Lokey #3	 Houlihan Lokey #4	 Baker Tilly
	 G2 Capital Advisors	 Generational Equity #1	 Generational Equity #2	 Generational Group	 Harbor View Advisors #1	 Harbor View Advisors #2	 Harbor View Advisors #3	
	 Evangeline Securities LLC	 Farlie Turner Gilbert Co.	 Fidus Partners	 Finquest	 Focus Acquisition Partners #1	 Focus Acquisition Partners #2	 Free Pier Advisors	
TABLES A - D	 CoveView Advisors #1	 CoveView Advisors #2	 CoveView Advisors #3	 D.A. Davidson #1	 D.A. Davidson #2	 D.A. Davidson #3	 Equiteq	
	 Caswell Advisory Group #1	 Caswell Advisory Group #2	 Citizens Financial Group	 Consilium Partners #1	 Consilium Partners #2	 Copper Run Capital	 Eight Quarter Advisors	
	 BowPoint LLC	 Brightside Venture Partners	 Cantor Fitzgerald	 Capstone Partners #1	 Capstone Partners #2	 Capstone Partners #3	 CBRE Group	
	 Bellmark Partners LLC	 Benchmark International	 BizNexus	 BlackArch Partners	 BMO Middle Market M&A #1	 BMO Middle Market M&A #2	 BofA Securities	
	 Alantra	 Baker Tilly Capital #1	 Baker Tilly Capital #2	 BayBridge Capital Advisors	 Baystate Business Brokers	 BDO Capital Advisors	 Beacon Hill Equity Group	

Abry Partners

Service Provider Type: Private Equity
Year Founded: 1989



Founded in 1989, Abry Partners is a Boston based Private Equity firm investing out of five fund strategies: Senior Debt, Private Credit, Senior Equity, and lower middle market and middle market buyouts. We are sector-focused investors in the verticals of financial services and technology, healthcare and business services, and tech-enabled services and communications.

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General Statistics

Total Companies Serviced <i>(last 5 years)</i>	Total Transactions	Total Investors Serviced <i>(last 5 years)</i>	Additional Info	Additional Info
77	550	N/A	\$17B AUM	5 Fund Strategies

Recently Closed Investments

Company Description	Service	Deal Type	Deal Location
AirHelp	Information Services	Minority	Berlin, Germany
Better Car People	Automotive Software & Services	Minority	Monroe, NC
Claranet	IT Infrastructure & Services	Minority	London, UK
Chambers & Partners	Legal Services	Buyout	London, UK
ProPark	Parking Management	Buyout	Hartford, CT
Ascend Healthcare	Telepsychiatry	Buyout	Chandler, AZ
Dynasty Financial Partners	Wealth Management Tech	Minority	St. Petersburg, FL
Better Protection	Fire & Life Safety	Buyout	Chicago, IL
Precision Strategies	Digital Strategy & Marketing	Minority	Washington, DC
Terasky	Digital Transformation	Minority	Tel Aviv, Israel
Mako Networks	IT Infrastructure & Services	Minority	Elgin, IL

All Transactions By Industry (%)

Business Services – 36%
Information Services – 23%
Insurance Services – 13%
Healthcare IT – 12%
Communications – 8%
Media & Entertainment – 8%

Alantra LLC (www.alantra.com)

Service Provider Type: Investment Bank

ALANTRA

Alantra is an independent global mid-market financial services firm providing investment banking, asset management, and private capital services to companies, families, and investors. The Group has 500+ professionals across Europe, the US, Latin America, and Asia. Its Investment Banking division provides independent advice on M&A, debt advisory, financial restructuring, and capital markets transactions, having advised on more than 1,800 deals for a total value of c.\$575+bn since 2013. Alantra's senior bankers and execution teams offer a global understanding of industry sectors combined with strong local relationships with the companies, investors, entrepreneurs, and financing institutions in each of its markets.

General Statistics

Global Coverage	Transactions (since 2013)	Percentage of Cross Border M&A Deals	Typical Transaction Size
20 offices in 18 countries	1,800+	~50%	\$50m-\$250m

US Sector Coverage at a Glance

Industrials 91 Deal Closed 12 Active Mandates <ul style="list-style-type: none"> Aerospace & Defense Industrial Automation Automotive Building Products 	2024 Sell-side advisory 	2024 Sell-side advisory 	2024 Merger
Consumer 85 Deal Closed 9 Active Mandates <ul style="list-style-type: none"> Food & Beverages (F&B) Specialty Ingredients VMS Agriculture & Ag-tech 	2024 Sell-side advisory 	2024 Buy-side advisory 	2024 Buy-side advisory
Technology 70 Deal Closed 12 Active Mandates <ul style="list-style-type: none"> Tech Enabled Services Software Building Technology Fintech Gaming 	2024 Sell-side advisory 	2024 Sell-side advisory 	2024 Sell-side advisory
Healthcare 61 Deal Closed 9 Active Mandates <ul style="list-style-type: none"> Consumer Health Digital Health Life Science Tools & Services Care Services 	2025 Sell-side advisory 	2025 Sell-side advisory 	2024 Sell-side advisory

Altrum

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altrum

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Audax Private Equity

Service Provider Type: Private Equity Sponsor
Year Founded: 1999



Headquartered in Boston, with offices in San Francisco, New York, London and Hong Kong, Audax Private Equity manages three strategies: its Flagship and Origins private equity strategies, seeking control buyouts in the core middle and lower middle markets, respectively, and its Strategic Capital strategy that provides customized equity solutions to PE-backed portfolio companies to help drive continued growth. With approximately \$19 billion of assets under management as of March 2025*, over 300 employees, and 100-plus investment professionals, Audax has invested in more than 175 platforms and more than 1,350 add-on acquisitions through its control buyout strategies since its founding in 1999. Through our disciplined Buy & Build approach, across six core industry verticals, Audax seeks to help portfolio companies execute organic and inorganic growth initiatives with the aim of fueling revenue expansion, optimizing operations, and significantly increasing equity value. For more information, visit www.audaxprivateequity.com or follow us on [LinkedIn](#).

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General Statistics

Total New Investments / Platforms (Since 1/1/2019)	Total Add-Ons (Since 1/1/2019)	Total Exits (Since 1/1/2019)	Strategies
63	670	48	Flagship (Mid-market); Origins (LMM); Strategic Capital (Mid-hold Equity)

Recently Closed Investments

Company	Sector	Deal Type	City	State
TCP Analytical	Healthcare	Strategic Capital	Pittsburgh	PA
Fortis Payment Systems	Financial Services / Software	LBO & Strategic Capital	Plano	TX
Lanter Delivery Systems	Business Services	LBO	Des Peres	MO
Trademark Cosmetics	Industrial Services & Technologies	Strategic Capital	Riverside	CA
Resonant Clinical Solutions	Healthcare	LBO	Leesburg	VA
Amtivo	Business Services	Strategic Capital	London	UK
Doeren Mayhew	Financial Services	LBO	Troy	MI
Total PowerGen Solutions	Industrial Services & Technologies	LBO	Mississauga	Ontario

Investments / Transactions by Industry (%) (Since 1/1/2019)

Business Services: 14%
Software & Technology: 16%
Financial Services: 8%
Consumer: 14%
Industrial Services & Technologies: 24%
Healthcare: 24%

* AUM represents regulatory assets under management calculated as total gross assets plus undrawn equity commitments (less any amounts outstanding on a line of credit which are expected to be paid down using undrawn equity).

Baker Tilly

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Baker Tilly is a leading advisory, tax and assurance firm, providing clients with a genuine coast-to-coast and global advantage in major regions of the U.S. and in many of the world's leading financial centers.

Baker Tilly's private equity practice is focused on helping closely held companies achieve financial, business, operational and growth objectives. Engaging with more than 700 private equity firms and 3,900 portfolio companies, we venture alongside a diverse range of clients, from independent sponsors and startups to some of the world's largest private equity firms and global multi-billion dollar revenue platform companies.

Baker Tilly Advisory Group, LP and Baker Tilly US, LLP, trading as Baker Tilly, are independent members of Baker Tilly International, a worldwide network of independent accounting and business advisory firms in 143 territories, with 43,500 professionals and a combined worldwide revenue of \$5.6 billion.

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From due diligence and valuations to operational improvements and divestitures, our specialized professionals are here to help you achieve your financial objectives.



Let's connect

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Blank Rome

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Middle-Market M&A and Private Equity

Blank Rome's leading national corporate practice represents private equity funds and their portfolio companies, banking and financial institutions, and privately held businesses in capital raising, mergers and acquisitions, and other business transactions.

BLANKROME

FRANK A. SEGALL

Co-Chair, Boston Office
Co-Chair, Cannabis Practice

JOSEF B. VOLMAN

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Blue Highway Growth Capital

Service Provider Type: Private Equity
Year Founded: 2019



Blue Highway Capital is a U.S. based investment firm growing small middle-market companies nationally, with a focus on the Northeast and Mid-Atlantic regions. We provide growth capital to primarily rural businesses that are at an inflection point. Our firm's name refers to the backroads on traditional maps and atlases, which were shown in blue.

Providing capital is just a starting point for how we can assist in achieving your vision. Our principals draw from a wealth of sector expertise, personal networks and investment experience to help companies develop growth strategies, recruit talent, execute company acquisitions and navigate the inevitable twists and turns of rapidly growing businesses.

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General Statistics

Preferred Investment Amount

\$3-8M

Target Industries

- Specialty Manufacturing
- Distribution and Logistics
- Energy and Environmental Services
- Healthcare and Medical Products
- Business and Technology Services
- Natural Resources and Products

Most Recent Closed Fund

Fund II in progress

Fund I
Growth Equity Capital
Size: N/A

Capstone Partners

Service Provider Type: Investment Bank
Year Founded: 2001



Capstone Partners is one of the largest and most active investment banking firms in the United States, with a unique set of capabilities specially tailored to serve the needs of owners, investors, and creditors of middle market companies throughout their full business lifecycle.

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Primary contact

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Managing Director, Head of
Sponsor Coverage
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303-241-6079

General Statistics

Industry Groups	Experienced Professionals	Offices in the US	Closed Transactions
12	175	11	700

Services

Mergers & Acquisitions	Capital Advisory	Financial Advisory	Special Situations & Restructuring	ESOP Advisory
Sell-side Advisory	Equity Advisory	Transaction Advisory	Special Situations	Preliminary Analysis
Buy-side Advisory	Debt Advisory	Interim Management	Turnaround	Feasibility Study
Recapitalizations	Infrastructure Finance	Performance Improvement	Restructuring	ESOP Implementation

Specialized Industry Teams

- Aerospace & Defense
- Agriculture
- Building Products & Construction Services
- Business Services
- Consumer & Retail
- Energy, Power, & Infrastructure
- FinTech & Services
- Healthcare
- Industrials
- Industrial Technology
- Technology, Media, & Telecom
- Transportation & Logistics

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CBIZ, Inc. (NYSE:CBZ) is a leading professional services advisor to middle market businesses and organizations nationwide. With unmatched industry knowledge and expertise in accounting, tax, advisory, benefits, insurance and technology, CBIZ delivers forward-thinking insights and actionable solutions to help you anticipate next steps and accelerate growth. We help your organization navigate challenges, turn risk into opportunity and drive sustainable, long-term excellence — where you are today and wherever you want to grow. Our 10,000+ team members across 160+ locations in 21 major markets provide top-tier industry expertise with local delivery, relationships and support.

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Cohere Capital

Service Provider Type: Private Equity Firm
Year Founded: 2019



Cohere Capital is a tech-enabled services focused private equity firm that invests in leading middle market businesses. We have a long track record and deep experience investing in and working with growth companies, and we bring that experience to our partnerships with entrepreneurs, management teams, and companies. Growth and partnership is our focus. We help solidify a strong foundation and provide the expertise and capital to achieve growth plans. While not all growth is linear, we are focused on building a plan that is lasting and sustainable.

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General Statistics

Assets Under Management	Active Private Equity Investments	Total Private Equity Investments	Preferred Investment Amount
\$415M	7	7	\$20M-\$200M TEV

Recently Closed Investments

Name	Deal Type	Deal Date
Phaedon	Majority Recapitalization	Nov 2023
Clearscale	Majority Recapitalization	Nov 2019
Sonobi	Majority Recapitalization	Sept 2020
CCS	Majority Recapitalization	Jan 2021
Promevo	Majority Recapitalization	May 2021
iPromote	Majority Recapitalization	June 2021
Boostability	Majority Recapitalization	Feb 2022

All Transactions By Industry (%)

Tech-Enabled Services

Industry Type 0.0%

Industry Type 0.0%

Industry Type 0.0%

Industry Type 0.0%

Industry Type 0.0%



D.A. Davidson M&A Overview

D.A. Davidson M&A

25

Investment Banking Offices Across
United States, Canada, and Europe

35

Institutional Equity Research
Professionals

13

Capital Advisory Team Members
Focused on Covering Private Equity

3

Sponsor Focused Industry
Coverage Groups

45+

Senior Partners

380+

Companies Under Research
Coverage

375+

Financial Sponsors Under Coverage

600+

Closed Transactions Since 2018

Industry Coverage and LTM Deal Activity

Consumer



Active & Outdoor
Consumer Products
DTC & Marketplaces

Food & Beverage
Multi-Unit Services &
Franchising

has been acquired by

SELL-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

has received a strategic
investment from

SELL-SIDE ADVISOR

has been acquired by

SELL-SIDE ADVISOR

has been acquired by

BUY-SIDE ADVISOR

a partner company of

has acquired

BUY-SIDE ADVISOR

has been acquired by

SELL-SIDE ADVISOR

Diversified Industrials



Aerospace, Defense, &
Government Services
Commercial & Facility
Services
Industrial Automation

Infrastructure Products &
Services
Machinery & Equipment
Specialty Materials

has acquired

BUY-SIDE ADVISOR

D.A. Davidson provided a fairness
opinion to Pike Street Capital
relating to the sale of impact to a
continuation vehicle

FINANCIAL ADVISOR

a portfolio company of

has been acquired by

a portfolio company of

SELL-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

has divested

has acquired

CM EQUITY PARTNERS

BUY-SIDE ADVISOR

has acquired

BUY-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

Technology



Communications &
Digital Infrastructure
FinTech

Software

a portfolio company of

has been acquired by

a portfolio company of

SELL-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

has been acquired by

a portfolio company of

SELL-SIDE ADVISOR

has completed a secondary
offering of common stock for its
majority stockholders

\$28,980,000

SOLE MANAGER

a portfolio company of

has acquired

BUY-SIDE ADVISOR

has completed a secondary
offering of common stock for its
majority stockholders

has acquired

BUY-SIDE ADVISOR

a portfolio company of

has been acquired by

SELL-SIDE ADVISOR

a portfolio company of

has been acquired by

a portfolio company of

SELL-SIDE ADVISOR



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Contact

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Since 2007, we have deployed over \$12.5 billion of invested capital in more than 1,100 investments, across a broad range of industries and transaction types.

We have direct origination and execution capabilities throughout the United States with origination offices in major markets.

www.deerpathcapital.com

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18

Year Track Record

\$12.5BCapital Invested
Since Inception**\$3.2B**Gross Origination
Volume LTM, 3/31**~140**Active Portfolio
Companies, 3/31**83**Unique Borrowers
Funded LTM, 3/31**150+**Unique Sponsors
Since Inception, 3/31

Since 2007, we have deployed over \$12.5 billion of invested capital in more than 1,100 investments, across a broad range of industries and transaction types.

We have direct origination and execution capabilities throughout the United States with origination offices in major markets.



FOR BUSINESS INQUIRIES:

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oport@deerpathcapital.com | 954-703-6041

Unless otherwise specified, data is as of 12/31/2024

Industries

Aerospace & Defense
Allergy Services
Automotive Collision & Repair
Automotive Components
Building Products
Car Wash Operators
Chemicals
Commercial Services & Supplies
Compliance & Certification
Construction & Engineering
Consulting Services
Consumer Products
Dental
Dermatology
Distribution
Education
Environmental Remediation
Facilities Services
Fitness Operators
Food & Beverage
Healthcare Physician Practices
Healthcare Staffing
Home Health
Household Products
HVAC Services
Insurance Brokerage Services
IT Managed Services
Janitorial Services
Life Science Services
Machinery
Manufacturing
Ophthalmology
Orthodontia
Orthopedics
Outsourced IT Services
Outsourced Pharmaceutical Services
Physical Therapy
Primary Care
Professional Services
Refrigeration Repair Services
Restaurants & Entertainment
Restoration Services
Revenue Cycle Management
Security & Alarm Services
Software Services
Testing & Inspection Services
Transportation
Urgent Care
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Quality of Sales helps sponsors Buy Smarter, Grow Faster, and Exit Stronger.

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Contact

Ed Marsh, Founder
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(978) 810-0351
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SCAN ME

Fort Point Capital

Service Provider Type: Private Equity
Year Founded: 2010



Fort Point Capital is a private equity firm that invests exclusively in leading service-oriented companies in lower middle market. This includes both pure-play service companies and product companies that create long-term competitive advantage through a service ‘wrapper.’ We work in close partnership with management teams to build durable business value over time and help companies compete and win in their respective markets.

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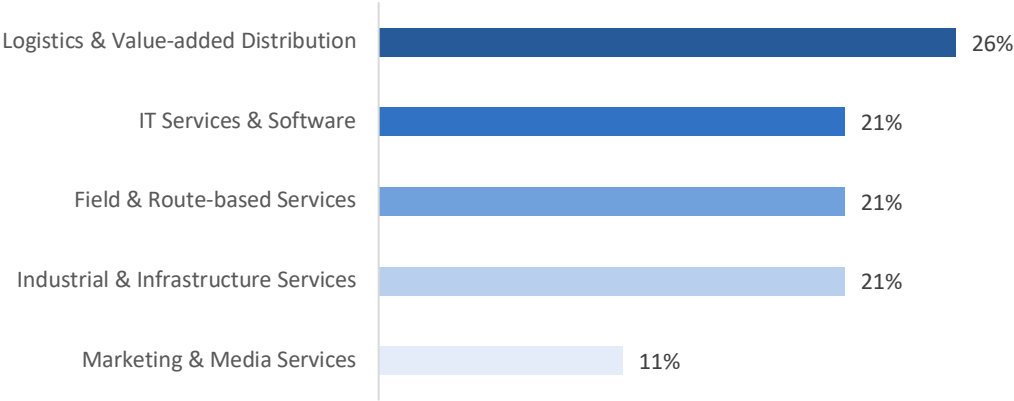
General Statistics

Assets Under Management	Active Private Equity Investments	Total Private Equity Investments	Preferred Investment Amount
\$640M	12	19	\$15-50M

Recently Closed Investments

Name	Deal Type	Deal Type	Most Recent Closed Fund
NRG Controls	Buyout	November 2024	FPC Small Cap Fund III Type: Buyout Size: \$340 million
NewBold Corporation	Buyout	August 2024	
Ice House America	Buyout	January 2024	
Visu-Sewer	Buyout	December 2023	
Yandell	Buyout	February 2023	
ROX360	Buyout	December 2022	
Jones Fish	Buyout	March 2022	
CellSite Solutions	Buyout	September 2021	
Strata Information Group	Buyout	June 2021	
Barrington Media Group	Buyout	February 2020	
AMS Fulfillment	Buyout	April 2019	

Investments By Sector



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Gemini Investors

Investor type: **Private Equity** | Year founded: **1993**

Gemini Investors is a Massachusetts based private investment firm that provides capital and strategic resources to lower middle market companies. The firm invests in growing and established companies throughout the US in a wide range of industries including technology, business services, consumer services, healthcare, education, manufacturing and distribution. The firm was founded in 1993 and is investing its seventh fund.

GEMINI INVESTORS

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General statistics

Capital Raised	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred investment size
\$1B+	70+	185+	\$5-50M	\$1-7M	\$3-8M

Recently closed investments

Name	Industry	Deal type	Deal date
Universal Building Services	Business Services	Buyout	May-2025
Spectro-UV	Manufacturing	Buyout	Feb-2025
Winterberry	Business Services	Recapitalization	Oct-2024
Tablescapes	Business Services	Buyout	Aug-2024
Town & Country Fence	Business Services	Recapitalization	Jun-2024
Aurora Training Advantage	Business Services	Recapitalization	Apr-2024
AccuSearch	Business Services	Buyout	Apr-2024
Canvas	Business Services	Recapitalization	Jan-2024

Most recent closed fund

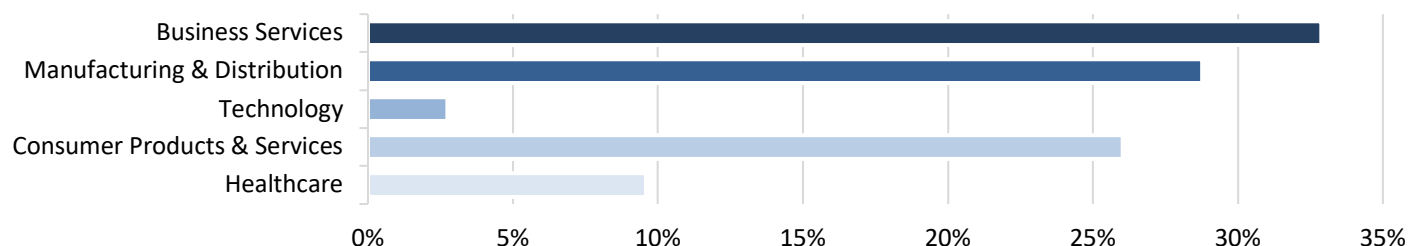
Gemini Investors VII

Size: **\$190M**

Year Raised: **2020**

Types: **Majority & Minority Recapitalizations, Growth Capital, Buyouts**

All investments by industry



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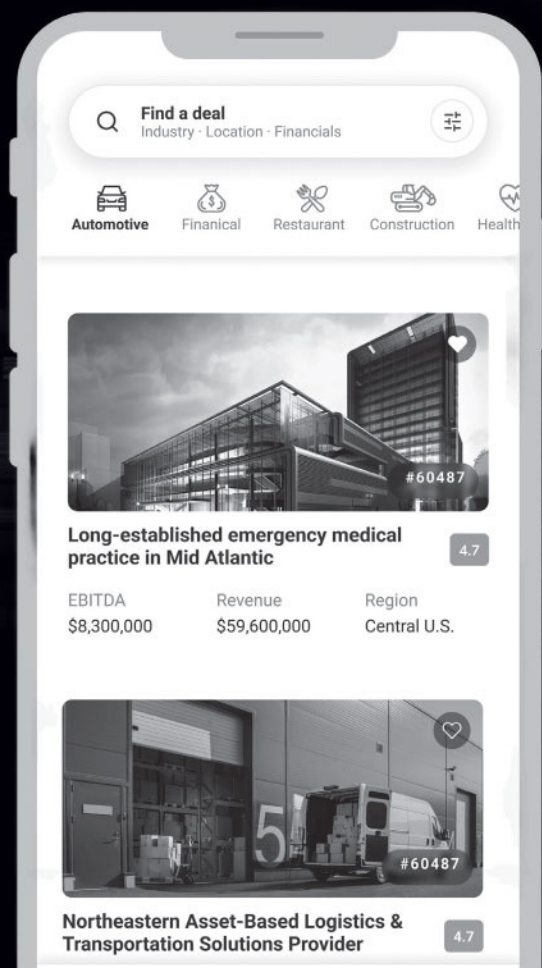


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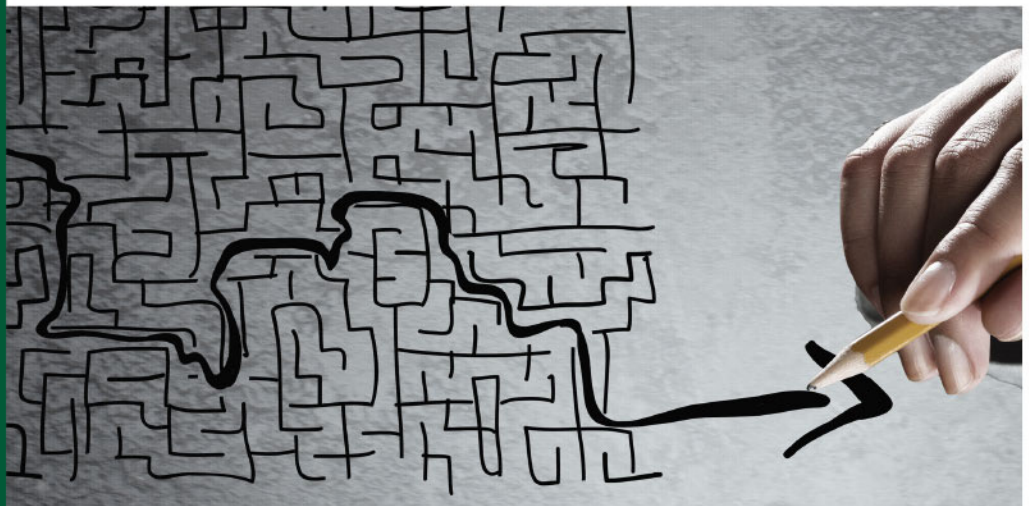
STRATEGIC COUNSEL

Goulston & Storrs offers an integrated Corporate and M&A practice with deep experience across the full business lifecycle—from startup formation and venture funding to complex domestic and cross-border transactions.



ONE TEAM

We advise emerging companies, investors, and established businesses on entity formations, financings, joint ventures, public offerings, governance, and more. Our M&A team is a recognized leader in middle-market deals, leveraging firmwide tax, employee benefits/executive compensation, and litigation talent to drive results and resolve roadblocks before they arise.



Boston | New York | Washington DC

Granite Street Partners

Private Equity: Industrial Manufacturing
Year Founded: 2022



Headquartered:

Boston, MA

Primary contact:

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Granite Street Partners is a private equity firm specializing in lower middle market manufacturing businesses. Led by a team of seasoned operators, we bring a hands-on, value-driven approach to investing, partnering closely with management teams to unlock untapped potential and deliver superior returns.

Our differentiated strategy centers on systematically identifying and capturing enterprise value through operational expertise and disciplined risk management. By collaborating with management teams, we assess opportunities, mitigate risks at every stage, and implement targeted strategies to drive sustainable growth and profitability. This rigorous process ensures we build enduring, resilient businesses that generate lasting value for our investors, partners, and stakeholders.

Investment Criteria

Revenue: \$30M to \$75M
EBITDA: \$3M to \$10M EBITDA

U.S.-based, International Coverage, Stable & Recurring Cash Flow

Family-Founder-Owned, Management Buyouts, Recapitalizations,
Corporate Carve-Outs / Divestitures

Industry Focus: B2B Industrial Manufacturing

We Stick With What We Know – Representative Sectors:

Precision Machining, Grid Infrastructure, Aerospace/Defense, Factory Automation, LED Lighting, Industrial Filtration, Electronics, Wire & Cable, Medical Devices, Ag Tech, Commercial Vehicles

Grata

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Grata is an AI-native market intelligence platform built specifically for the private markets. Unlike the transparent and structured world of public company data, private market information is often opaque, fragmented, and difficult to access. Grata solves this by synthesizing unstructured data sources, user contributions, and engagement signals into a proprietary database of private companies. The platform is purpose-built for dealmakers—private equity investors, investment bankers, corporate development teams, and consultants—enabling them to find and evaluate companies more effectively. With advanced search capabilities, deep company profiles, and integrated workflows, Grata helps users get more deals done, and do better deals. Trusted by nearly 600 firms and over 3,000 users, Grata has become a central part of the modern private market tech stack. Its customers spend an average of 30 minutes per day on the platform, and Grata boasts a net promoter score (NPS) of 60, reflecting its strong product-market fit and user satisfaction.

grata.com

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As a trusted partner and extension of our clients' marketing teams, we deliver strategic communications that drive results—helping financial firms build credibility, manage reputations, and stand out.

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Contact

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H.I.G. Capital

Investor type: **PE/Buyout** | Year founded: **1993**

H.I.G. Capital is a private equity firm specializing in growth equity, management buyouts, turnarounds, real estate, recapitalization, debt/credit, lending, and growth-stage healthcare. The firm prefers to invest in aerospace, defense, automotive, building products, business services, chemicals, consumer products, distribution, education, healthcare, food and beverages, manufacturing, energy services, media, and information technology sectors. It was founded in 1993 and is headquartered in Miami, Florida.



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General statistics

Assets under management	Active private equity investments	Total private equity investments	Target revenue	Target EBITDA	Preferred Investment amount
\$69 Billion	130+	470+	\$10M-\$1.5B	\$1M-\$200M	\$5M-\$200M

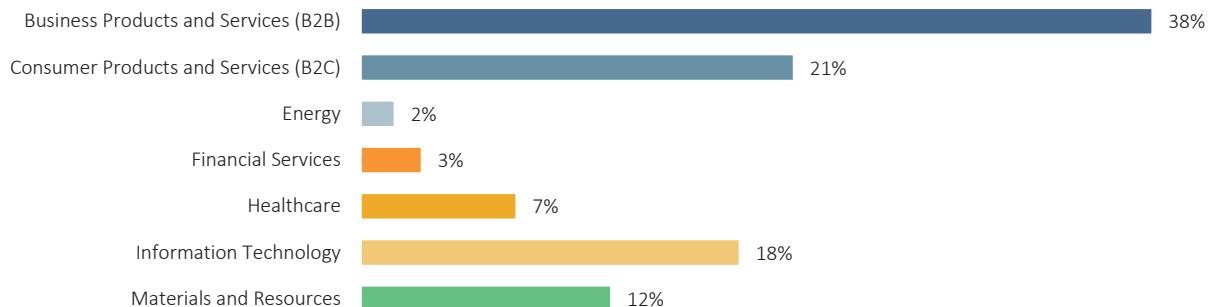
Recently closed investments

Name	Deal Type	Deal Date
Pellera Technologies	Technology, Media & Telecom	April 2025
GetixHealth	Business Services, Healthcare	March 2025
360 Destination Group & CSI DMC	Business Services	March 2025
Quisitive	Technology, Media, and Telecom	March 2025
CompTIA	Business Services, Technology, Media, and Telecom	January 2025

Most recent closed fund

H.I.G. Capital US LBO Fund
Type: **Buyout**
Size: **\$2B**
Vintage: **2024**

All investments by industry



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Hilton Global is a professional investigative due diligence firm and a leading provider of transactional background checks for the middle market M&A private equity community.

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With more than 200 private equity attorneys, we are well positioned to mobilize resources whenever and wherever our clients need us. Our lawyers combine experience, innovation and client-centricity to drive the business goals and objectives of all market participants.

<https://www.hklaw.com/en/>

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Please feel free to connect with our representatives at this year's conference. Visit our table in the DealSource meeting room and discover how HK Deal FlowSM can work for you.



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Boston, MA 02109

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martecgroup.com/expertise/private-equity-consulting/

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Mirus Capital Advisors

Service Provider Type: Investment Bank

Year Founded: 1987



















































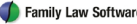












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RECENT TRANSACTIONS

Business Services	Healthcare	Technology		Industrial		Consumer	
 a portfolio company of  was recapitalized by 	 has been acquired by  (NASDAQ: CERT)	 has been acquired by  a portfolio company of 	 has been acquired by 	 has been acquired by 	 has been acquired by  a portfolio company of 	 has been acquired by  a portfolio company of 	The MAVA Group has acquired 
 has received a strategic investment from  a portfolio company of 	 has been acquired by  a portfolio company of 	 has been acquired by  (NYSE: JBL)	 has been acquired by  a portfolio company of 	 a portfolio company of  has been acquired by 	 has been acquired by  (NYSE: FERG)	 has been acquired by  a portfolio company of 	 has been acquired by 
 has been acquired by  a portfolio company of 	 has sold substantially all of its assets to  A Group Company of 	 has been acquired by 	 has been acquired by 	 has been acquired by  a portfolio company of 	 has been acquired by 	 has been acquired by  a portfolio company of 	 has been acquired by  a portfolio company of 

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New Heritage Capital

Investor Type: PE/Buyout
Year Founded: 2006



New Heritage Capital is a private equity group that specializes in investing in founder and family-owned businesses. The firm partners with founders that want to significantly grow their businesses, offering innovative deal structures including the Private IPO® that allows founders to gain significant liquidity while maintaining voting control and maximizing ongoing equity ownership. The firm invests in various industries including healthcare, business services, manufacturing, distribution, aerospace, food, and consumer products.

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General Statistics

Assets Under Management	Active Private Equity Investments	Total Private Equity Investments	Target EBITDA	Preferred Equity Investment Amount
\$1B	6	15	\$4M-\$25M+	\$15M-\$50M+

Recently Closed Investments

Name	Deal Type	Deal Date
Fire Engine Student Search	Buyout/LBO (Add-on)	Dec-23
Modern Vending	Buyout/LBO (Add-on)	Apr-23
Stratus	Majority Recapitalization	Mar-23
Clarus Corporation	Buyout/LBO (Add-on)	Mar-23
Syrinx	Buyout/LBO (Add-on)	Oct-22
Retail Financial Services	Buyout/LBO (Add-on)	Sep-22
AMFM Healthcare	Majority Recapitalization	May-22
Merchants Accounting	Buyout / LBO (add-on)	July 2025
Brilliant Gifts	Majority Recap	Sept 2025
J.A. Moody	Majority Recap	Nov 2025

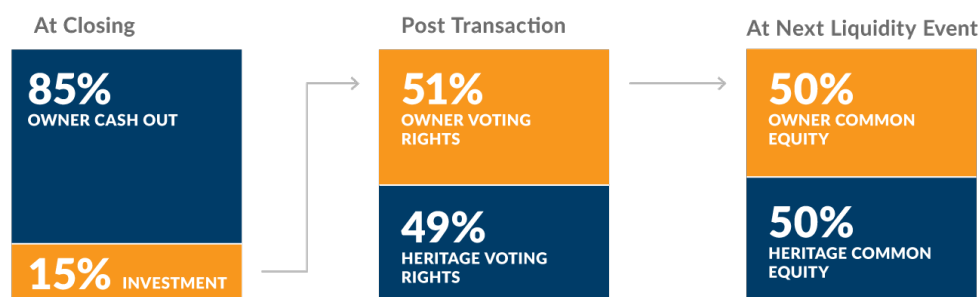
Most Recent Closed Fund

New Heritage Capital Fund IV
Size: \$438M
Vintage: 2023

Strategy

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- Business Services
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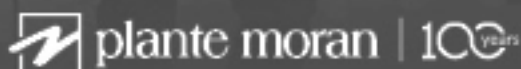
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Raymond James

Service Provider Type: Investment Bank
Year Founded: 1962

Raymond James is a St. Petersburg, Florida-based financial advisory firm providing financial services to individuals, corporations and municipalities. The firm engages in providing both investment banking and wealth management advisory services. Under the investment banking division, Raymond James advises in areas such as mergers and acquisitions, public offerings and private placements, debt origination and restructurings, fundraising, and secondaries (continuation funds). The firm caters to an array of industry sectors that include consumer & retail, diversified industrials, technology & services, healthcare, energy, financial services, real estate, and has offices in the US, Canada and Europe.

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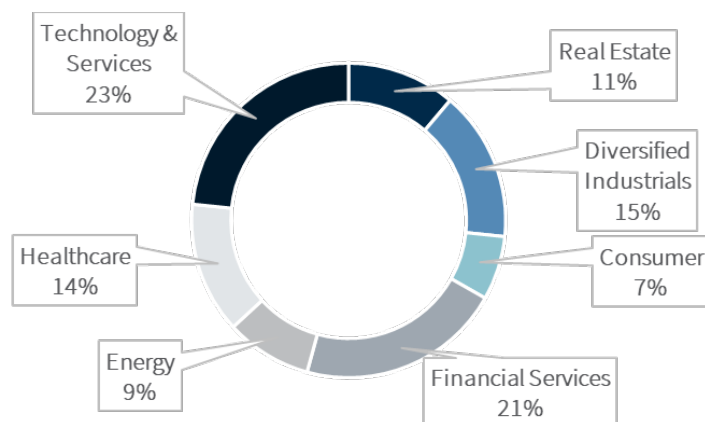
General Statistics

M&A Assignments (CY 2024)	Sell-Side Assignments (CY 2024)	M&A Advisory Assignments involving Private Equity (CY 2024)	Capital Raises (CY 2024)
200+	125+	105+	155+

Recently Closed Investments

Company Name	Company Description	Deal Type	Deal Vertical
Plentysystems AG	Developer of cloud-based e-commerce ERP platform	Sell-side Advisor	Technology & Services
American Coastal Insurance Corporation	Insurance Holding Company	Sell-side Advisor	Financial Services
Atlas-SSI	Manufacturer and supplier of industrial water intake systems	Sell-side Advisor	Diversified Industrials
ContentServ	Software applications intended for marketing automation	Sell-side Advisor	Technology & Services
DAWGS	Steel security panel manufacturer	Sell-side Advisor	Diversified Industrials
ALM Media	Provider of media and information services	Sell-side Advisor	Technology & Services

All Transactions By Industry (Data represents CY'24 activity)



Shields & Company

Service Provider Type: Investment Bank
Year Founded: 1991

Shields & Company

INVESTMENT BANKERS

Shields & Company, Inc., founded in 1991, is a leading middle-market investment bank located in the Boston area providing corporate finance advisory services to privately-owned and closely-held businesses in North America. The Shields & Company team utilizes its in-depth experience and knowledge to provide creative, thorough, and professional financial advice. We are committed to providing senior-level, objective financial advice for our clients. We embrace a corporate philosophy where our clients' goals come first and, as a result, we design and execute tailored processes that maximize shareholder outcomes and exceed client expectations more than 90% of the time.

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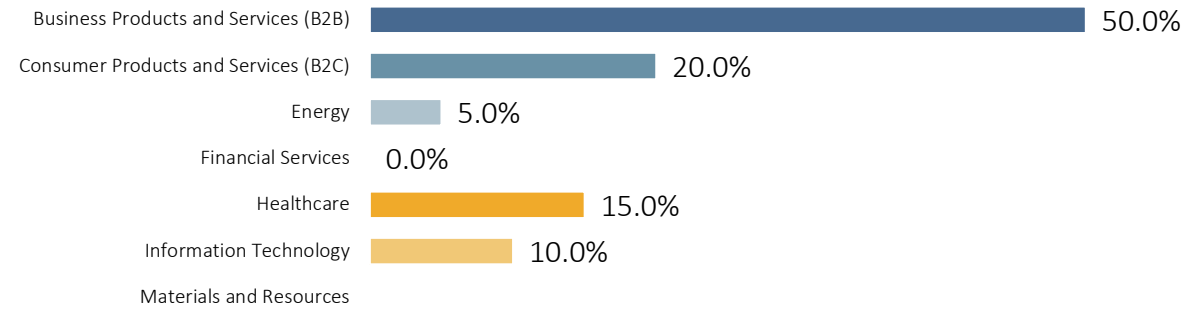
General Statistics

Total Companies Served <i>(last 5 years)</i>	Total Transactions <i>(last 5 years)</i>	Total Investors Served <i>(last 5 years)</i>
100+	20+	12+

Recently Closed Investments

Investor/Company Served	Service	Deal Type	Deal Date
Sweda Company	Advisor	Merger/Acquisition	December 2021 (B2B)
Repipe Specialists	Advisor	Buyout/LBO	December 2021 (B2C)
Price Systems, Inc.	Advisor	Merger/Acquisition	April-2021
Elevator Systems, Inc.	Advisor	Buyout/LBO	March-2020
GTR Manufacturing	Advisor	Buyout/LBO	February-2020
Gibbs Wire & Steel	Advisor	Merger/Acquisition	November-2019
Mid-States Bolt and Screw to MPE Partners			2023
The Dry Type Transformer Division of ERMCO to Mill Point Capital			2024

All Transactions By Industry (%)



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TM Capital

Service Provider Type: Investment Bank
Year Founded: 1989



TM Capital is a middle-market investment bank that believes relentless client care and longstanding global relationships lead to extraordinary outcomes. For nearly three decades, we have helped clients throughout North America and around the world who are seeking capital solutions to either sell, finance or grow their business. We advise major multinational companies, family and founder-owned businesses, and portfolio companies of leading private equity firms. Our professionals have deep expertise across the business services, consumer, healthcare and industrials sectors. As of January 2024, TM Capital joined the capital markets division of Janney Montgomery Scott.

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General Statistics

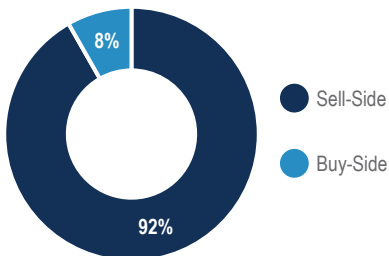
Deals Closed (Since 2021)	Deal EV (Since 2021)	Transactions Completed (Since Founding)	Professionals
100+	\$8.6b	450+	50+

Recently Closed Sell-Side Transactions

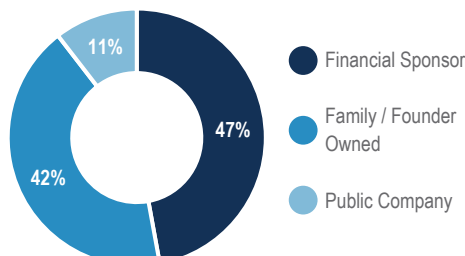
Target	Buyer	Industry	Date
All Glass & Window	Cross Rapids Capital	Building Products & Services	March 2025
MACK Fire Protection	Summit Fire & Security	Fire & Life Safety	March 2025
M3 Glass	Arrow Glass	Building Products & Services	March 2025
Insite Engineering	Godspeed Capital	Water and Wastewater Systems	February 2025
Blu Find Life Safety Equipment	Breakwater International	Fire & Life Safety	January 2025
T Bailey	Saothair Capital	Industrial Tank Fabrication	December 2024
Pioneer Window	Soathair Capital	Building Products & Services	November 2024

Transactions Statistics

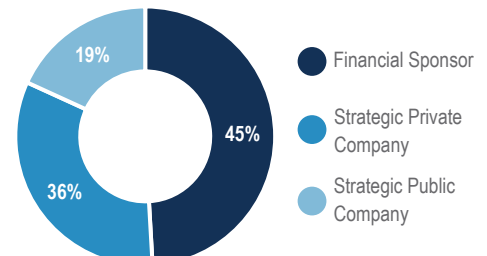
Transaction Mix



Client Mix



Buyer Mix



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WestView Capital Partners

Investor Type: Buyout/Growth Equity
Year Founded: 2004



WestView Capital Partners, a Boston-based private equity firm focused on growth-oriented companies, manages \$2.7 billion in capital across five funds. WestView partners with existing management teams to sponsor minority and majority recapitalizations, growth, and consolidation transactions in industries such as healthcare technology and outsourcing, business services, software and IT services, and growth industrial. WestView invests in companies with operating profits between \$3 million and \$25 million with equity investment sizes ranging from \$20 million to \$100 million.

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General Statistics

Assets Under Management	Active Private Equity Investments	Total Private Equity Investments	Target EBITDA	Preferred Investment Amount
\$2.7B	24	62	\$3M-\$25M	\$20M-\$100M

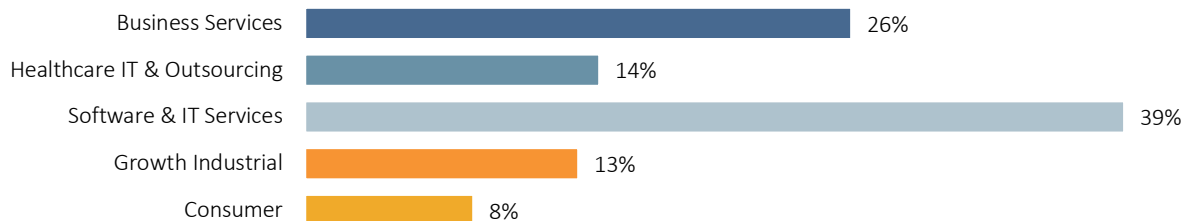
Recently Closed Investments

Name	Deal type	Deal date	Most Recent Closed Fund
Hoist Global Tech Solutions	Majority Recapitalization	April 2025	
CardFlight	Minority Recapitalization	October 2024	
Physician Life Care Planning	Majority Recapitalization	December 2023	
Roko Labs	Majority Recapitalization	October 2023	
Hubstaff	Minority Recapitalization	August 2023	
Aptarro (formerly Alpha II)	Majority Recapitalization	June 2023	
Triple Crown Consulting	Minority Recapitalization	June 2023	

Most Recent Closed Fund

WestView Capital Partners V
Type: Buyout / Growth Equity
Size: \$1.0B
Vintage Year: 2023

All Investments By Industry (%)



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Willamette Management Associates, a Citizens company, provides valuation analyses, transactional opinions, and damages and other forensic analyses. We provide these services in matters related to taxation, litigation, and transactions. Our clients range from private clients to Fortune 500 multinational corporations. We were founded in Portland, Oregon, in 1969 by a group of security analysts and finance academics, including Dr. Shannon Pratt. Our firm was acquired in 1991 by Robert Reilly and Robert Schweihs. We serve clients internationally from four regional offices in Portland; Chicago, Illinois; Atlanta, Georgia; and Boston Massachusetts. In 2021, Willamette Management Associates was acquired by Citizens Financial Group, Inc. (NYSE: CFG).

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About Us

- Middle market-focused private equity firm investing in North American-based platform companies
- Over \$3 billion of committed capital in its control equity strategy
- Actively pursue domestic and cross-border transactions for strategic platform add-ons
- Founded in 1990 – commitment to control equity since 2006
- Closed on over 220 platform and add-on acquisitions
- Long standing group of investment professionals with over 300 years of investing experience

Why Us?

- Long term investment focus
- Record of successfully generating 15%+ EBITDA CAGR on exited investments
- Unique combination of investing and operating experience – not a financial engineer
- Successful record of improving capabilities and growth trajectories of platform companies
- Strategy of backing high quality businesses and being an engaged, transformative partner
- Invest in recruitment/retention of top talent across all our companies

Investment Criteria

Company Size

\$10 - \$50 million of EBITDA. Enterprise values ranging from \$100 million to \$600 million. No minimum size for add-on acquisitions to existing platforms.

Investment Size

\$50 - \$200+ million of equity. Demonstrated capability working with LPs to execute larger transactions.

Investment Focus

Diverse niche manufacturers, specialty distributors and B2B service providers, with particular focus on Industrial Technology, Testing/Analytics, Business and Consumer Services, Healthcare, Engineered Products, and Food/Beverage.

Transaction Types

Both control and significant minority equity investments to support buyouts, recapitalizations, growth financings, corporate divestitures, and public-to-private transactions. Deep experience investing in family-owned businesses.

Company Characteristics

- Significant and defensible share position
- Mission critical products and/or services
- Products and/or services offer high value to cost proposition
- Unique capabilities built on superior functionality, organization or service support
- Strong margin profile and financial performance
- Scalable business models with multiple growth opportunities

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