



Building Market-Leading Companies

Led by principals, each with over 25 years of private equity investing experience, Riata is a leading private equity firm. We partner with seasoned management teams to invest in growing, profitable, privately-held companies with a focus on three industry sectors—business services, consumer, and healthcare services. RCG takes a selective approach to investing in high-potential businesses whose owners and management teams want an investment partner with the capital, experience, and record of successful collaboration required to achieve their liquidity and value-creation objectives. We provide entrepreneurs and management teams the support they need to build exceptional middle market companies.

Investment Profile

✓ Size

- Equity investments of \$25 –\$150 million
- EBITDA of \$5 –\$30 million
- Total enterprise value of \$25 –\$300 million

✓ Attributes

- Large and growing TAM
- Distributed recurring/re-occurring revenue profile
- Strong operating margins and free cash flow conversion
- Competitive barriers with “Right to Win”

✓ Structure

- Primarily control investments
- Recaps, buyouts, divisional carve-outs, CEO-led buy & builds, and growth capital
- Flexible capital structures

RCG Sector Focus

Business Services

Tech-Enabled

- Managed IT Services
- Digital Marketplace
- GRC / Cybersecurity
- GovTech / RegTech
- Construction / PropTech
- Supply Chain / T&L
- Fintech & Payment Services
- Data Analytics / Information Services

Traditional

- BPO Services
- Testing, Inspection, Certification & Compliance
- Digital Infrastructure Services
- Energy Infrastructure
- Environmental / Sustainability Services

Consumer

Multi-Site Services

- Automotive Aftermarket
- Beauty, Health & Wellness
- Pet Boarding, Daycare & Grooming
- Youth Enrichment & Sports

Residential Services

- Garage Door Maintenance
- Landscaping / Lawn Care
- Pest Control
- Pool Maintenance
- Restoration / Mitigation

Healthcare Services

Payer Services

- Payment Integrity
- Provider Management
- Patient Engagement
- Patient Navigation
- Care Coordination & Clinical Communications

Provider Services

- Revenue Integrity
- Population Health Management
- Value-Based Care Consulting & Contracting

25+ Years
Sector Focused



BUSINESS SERVICES



CONSUMER



HEALTHCARE SERVICES

RCG
At-A-Glance

\$2B+

CAPITAL INVESTED

47

PLATFORM ACQUISITIONS

400+

ADD-ON ACQUISITIONS

\$7.5B+

TRANSACTION VALUE

+5x

EBITDA GROWTH DURING
HOLDING PERIOD

Representative Investments



Provider of managed network and cloud collaboration solutions to small and mid-sized enterprises, supporting multi-location customers with thousands of locations across a variety of sectors

BUSINESS SERVICES
CURRENT



Provider of a best-in-class, proprietary payments software platform to small to mid-size counties and municipalities across more than 30 states in the U.S.

BUSINESS SERVICES
CURRENT



Leading eyecare platform that currently owns and operates over 500 optometry practices across 30+ states

HEALTHCARE SERVICES
CURRENT



Leading operator of company-owned salon suites that provide individual salon studio venues and value-added services to over 2,750 beauty care professionals across 37 locations in four states

CONSUMER
CURRENT



High-growth provider of subscription-based residential pest control services across 26 markets nationwide

CONSUMER
REALIZED

Select Historical Investments



BUSINESS SERVICES
BUY AND BUILD



CONSUMER
RECAPITALIZATION



HEALTHCARE SERVICES
BUY AND BUILD



BUSINESS SERVICES
BUYOUT



CONSUMER
GROWTH CAPITAL



HEALTHCARE SERVICES
DIVISIONAL CARVEOUT



BUSINESS SERVICES
BUYOUT



CONSUMER
RECAPITALIZATION



HEALTHCARE SERVICES
DIVISIONAL CARVEOUT

Investment Team

Jeff Fronterhouse
Managing Partner

Barron Fletcher
Managing Partner

Blake Battaglia
Managing Partner

Jay Bradford
Partner - Operations

Satish Dave
Managing Director -
Operations

Jeffrey Porter
Managing Director -
Operations

Marla Cannon
Managing Director -
Business Development
& Investor Relations

Tom Belatti
Principal

Brandon Boyd
Principal -
Business Development

Will Byers
Principal

David Parker
Principal

John Clayton
Senior Associate

Crane McGuckin
Senior Associate

Nicole Welsh
Senior Associate