



# Building the Next Generation of Market Leading Growth Businesses

CORPORATE BROCHURE



Altaline is a specialist, growth-focused, lower middle market private equity firm.

We focus on partnering with Founders and Management Teams in select segments of the Technology, Business Services, Financial Services sectors in North America.

### Investment Criteria

- Equity Investments of \$10 - 50 Million
- Companies with \$1 - 10 Million of Cash Flow
- Growing Businesses with >10% Organic Growth or Catalysts for Acceleration
- Control Oriented Approach with Target Equity Ownership of 33% - 90%
- Strong Rates of Customer Retention typically >90% Gross and >100% Net
- Limited Customer & Vendor Concentration
- U.S. or Canadian Headquarters with Primarily Onshore Staff

### Transaction Profiles

- Majority Recapitalizations in Partnership with Founders
- Minority Growth Capital Investments
- Divestitures or Carve-Outs of Non-Core Units
- Industry Consolidations and Platform “Build-Ups”

# Industry Focus Areas



## Technology

- Vertical Market Application Software
- Vertical Focused Subscription Data & Info
- Software & Services for the CFO or CHRO
- Compliance, Risk & Safety Solutions
- Tech Enabled Business Services



## Business Services

- Route Based Commercial & Facility Services
- Outsourced Recurring Business Services
- Infrastructure, MRO & Logistics Services
- IT & MSP Services
- Testing, Inspection, Certification & Compliance



## Financial Services

- Insurance Services
- Wealth Management Services
- Fund Administration Services
- CPA, OCFO & Outsourced Financial Services
- Benefits Administration & Services

We focus on transforming smaller businesses with a view towards building next generation market leaders.

Along the way, we help our partner companies become beacons of opportunity in their communities.

### How We Add Value

- Commercial Introductions and Professionalizing Sales Teams/GTM Motions
- Directly Originating, Executing and Financing Tuck-In Acquisitions
- Streamlining Cost Structures and Institutionalizing the Finance Function
- Backing Expansion into Adjacent Segments and International Markets
- Leveraging Our In-House Software and AI Development Resources
- Executing Brand Launches, and UI / UX Front End Upgrades
- Recruiting Executives and Upgrading Talent

### Supporting Impact

- Facilitating Broad Based Employee Equity Participation Programs
- Setting Up Internship and Apprenticeship Programs for Technical Talent

### The Altaline Network

- Leveraging our Full-Time Strategic Resources Group Executives
- Collaborating with Seasoned Leaders from our Altaline Executive Network

# Contact Us

## Offices

### Los Angeles Headquarters

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**Altaline.**