

ISPs & MSPs 2025 OVERVIEW

Critical Services Group is a Boston based holding company focused exclusively on lower middle market investments across Internet Service Providers (ISPs) and Managed Service Providers (MSPs), Jet Maintenance (MROs), and Elevator Maintenance.

CSG VALUE CREATION

Young Operators, Experienced Boards

CSG solves succession scenarios in SMBs by appoint young first-time CEOs with exceptional professional and academic backgrounds. We match these first time CEOs with highly experienced, industry-specific boards of former operators for guidance.

Buy-And-Build Approach

CSG grows portfolio companies organically as well as through serial add-on acquisitions.

Sales Growth Focus

Building, training, and growing sales teams is what we are best at. We have deep expertise at building both high volume programmatic sales engines, and relationship driven approaches.

CONTACT US

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INVESTMENT CRITERIA

INVESTMENT SIZE	FUND STRUCTURE	TRANSACTION TYPES
• \$7M to \$60M Revenue	• \$75M Committed Equity	• Management Changes
• \$2M to \$10M EBITDA	• \$300M Investable Assets	• Management Stays
• \$8M to \$75M TEV	• Evergreen Structure	• Owner Retirement

PRIMARY AREAS OF FOCUS – ISPs

Bulk

- Manufactured Homes
- RV Parks
- MDUs and Managed WiFi
- Hotels and HOAs
- Student Dorms
- Senior Living Facilities

Direct Fiber

- Traditional Single-Family Homes
- Business Internet
- Retail Locations
- Rural and Urban Residences
- Carrier Hotels

PRIMARY AREAS OF FOCUS – MSPs

- Cloud Managed and Data Center (CDCP)
- Managed Network (MNSP)
- Managed Security (MSSP)
- Cloud Managed and Data Center (CDCP)
- Secure Access Service Edge (SASE)

We help founders grow *faster*, with *less risk*