

# Prospect Partners Beyond Capital



You have worked long and hard building your company into the strong business it is today. As you think about choosing an investment partner, committed equity capital is an important consideration. At the same time, financial resources will be only one driver of your company's continued success. Achieving your growth plans – and ultimately building significant long-term shareholder value – requires the support of an experienced and genuine partner. Since 1998, Prospect Partners has invested

alongside management in more than 145 leading companies – nearly all with revenues under \$75 million. While occupying widely diverse niche industries, these companies often face similar opportunities, and similar challenges, along their growth arc. As a result, we have developed a broad base of highly specialized expertise we believe no other private equity firm can match, and a depth of resources that can truly help your company achieve the next phase of growth.

## Big-Picture Partnership: There's More Than Equity In Our Toolbox

### We Can Help You:

**Pursue your strategic plan.** As a strategic partner, we provide support well beyond our initial and follow-on equity investments. Since 1998, we have helped management teams analyze, finance, and execute a range of growth initiatives – including geographic expansions, the development of new products/services, product enhancements, and capital and operational improvements.

**Finance your business.** Between our committed capital, our deep financing experience, and our relationships with trusted lenders, we can help you find the most effective financing solutions that support your business and provide capital for its growth through all market environments.

**Negotiate the world of "add-ons."** If your growth plan includes the acquisitions of companies with similar or complementary offerings, we offer significant transactional expertise, including sourcing (our proprietary database includes over 10,000 potential deal contacts) and working with you to engage, develop, and close great opportunities. In fact, we have helped management complete more than 50 add-ons.

**Recruit management.** We can help you think strategically about your human capital needs for such positions as CEOs, CFOs, and even Vice Presidents of Sales, Marketing, and Operations. Since 1998, we have helped management recruit numerous senior executives into their organizations.

**Feel highly supported in all areas of your business.** Things inevitably come up in the course of daily operations. Beyond collaborative Board-level counsel, we are available to provide more specialized resources if you need them.

### What Our Management Partners Say:

"Several years into our partnership, we needed to upgrade our warehouse facility. We were growing rapidly, so we needed a lot more capacity, improved efficiency, and high-tech features like a temperature-controlled environment. Prospect Partners invested significant equity, raised debt capital, and added key strategic perspectives that helped us complete the large build-out required. The ROI has been terrific."

"Through Prospect Partners, we were able to access capital well beyond the firm's initial investment, both from Prospect Partners and from outside lenders. We really benefitted from the team's ability to navigate the nuances of a range of financing options. As a result, we had a lot more liquidity to invest in our business."

"I knew how to run my business, but nothing about mergers and acquisitions. Prospect Partners helped me identify two strategic add-ons, and then structured and executed both deals. As a result, we reached new distribution channels, expanded our product line, and extended our leadership position."

"I needed a CFO. I had no idea how to find a good one who would relocate to our rural location. Prospect Partners led us to a fantastic recruiter, and their involvement was highly compelling to the candidates. We hired a CFO who helped our business run more efficiently than ever."

"Prospect Partners is a thoughtful sounding board that has really focused us on thinking strategically. The team also provides tactical guidance when we ask for it; they've helped us with everything from dealing with human resources issues and developing business metrics to creating marketing communications."

## Let Prospect Partners Help You Achieve The Growth You Want

Prospect Partners is a leading private equity firm focused on management-led recapitalizations and buyouts of unique companies that are leaders in their niche markets. We manage \$470 million across three committed private equity funds. To learn more about a partnership with us, talk to your advisor, visit [www.prospect-partners.com](http://www.prospect-partners.com), or call us at 312.782.7400.



*Prospect Partners excels at serving the financing and development needs of owners of smaller companies.*