


Overview

Cadence Capital Partners is a private investment firm formed by a group of highly successful entrepreneurs, operating executives and investors. We make long-term investments in growth-oriented, profitable service businesses with revenues ranging from \$5 to \$50 million.

Our Value Proposition

We apply a unique philosophy to investing in small businesses. Unlike purely financial buyers, Cadence Capital takes an active role in managing the day-to-day operations of its investments.

The table below illustrates how Cadence Capital differentiates itself along several key dimensions.

		Private Equity Fund	Strategic Buyer	Individual Investor
Value Creation	Growing companies through operational improvements	Financial engineering and strategic oversight	Acquisitions and cost cutting	Lifestyle investor
Investment Horizon	No preset exit deadlines	Typically 3 to 5 years. Restricted by fund life	Long-term	Varies
Source of Capital	Highly successful group of entrepreneurs, operators and investors	Institutional (pension funds, endowments and insurance companies)	Public and private funds	Limited resources to invest and make ongoing improvements
Commitment	Managing Partner will assume a full-time operating position	One of several portfolio companies	One of many divisions	Varies

Investment Philosophy

We consider a broad spectrum of investment opportunities and industries throughout the United States. We prefer investments that satisfy most of the criteria listed below.

Company	Financial	Industry	Context
<ul style="list-style-type: none"> ✓ Recurring revenue business model with durable competitive advantages ✓ Minimum three-year history of profitable growth ✓ Loyal and diverse customer base with high retention rates ✓ Strong middle management team and culture that values quality and teamwork ✓ Readily identifiable growth opportunities 	<ul style="list-style-type: none"> ✓ Revenues ranging from \$5 to \$50 million ✓ Stable and recurring cash flows of at least \$1 million ✓ Minimum operating margins (EBIT) of at least 15% ✓ Limited capital expenditures and working capital requirements 	<ul style="list-style-type: none"> ✓ Fragmented niche industries ✓ Growing markets ✓ Low external risk factors ✓ Low cyclicality <p>Representative industries include:</p> <ul style="list-style-type: none"> - Business Process Outsourcing (BPO) - Environmental Services - Healthcare Services - Maintenance and Support Services - Information Technology and Software Services <ul style="list-style-type: none"> ✓ Cadence Capital <i>does not</i> invest in turnarounds or start-ups 	<ul style="list-style-type: none"> ✓ Owner/operator seeking to retire without pre-identified successor ✓ Company in need of additional management and board expertise to capture long-term growth opportunities ✓ Owner/operator in need of liquidity and wishing to diversify personal net worth ✓ Generational and management transitions

Contact Us

If you would like to discuss an investment opportunity or are considering selling all or part of your business, we encourage you to explore whether Cadence Capital Partners would be a good fit for you.

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