

DIFFERENT

We are not a private equity group. We are not a strategic acquirer. We offer a different exit alternative for business owners by supplying both liquidity and a succession plan.

- ▶ I will only acquire ONE recurring-revenue service company, not dozens of portfolio companies
- ▶ I will relocate post-acquisition to personally assume the full-time CEO role
- ▶ I am backed by investors who have run companies

CRITERIA

- ▶ \$1-5 million of EBITDA
- ▶ \$5-40 million of revenue
- ▶ 10%+ revenue growth
- ▶ 20%+ EBITDA margins
- ▶ Asset-light services
- ▶ Recurring or repeating revenue
- ▶ Stable or growing market
- ▶ NO products, manufacturing or project-based revenue

SECTORS OF INTEREST

Healthcare Revenue Cycle and Other

- ▶ Software, Services or Databases
- ▶ Medical Billing & Collections
- ▶ Solutions Focused on Patient Portion (self-pay)
- ▶ Health Insurance Eligibility
- ▶ Medicaid Enrollment / Conversion Services
- ▶ Provider Networks for Ancillary & Behavioral

Recurring-Revenue Business Services

- ▶ Verticalized SaaS Software
- ▶ Niche Database Services
- ▶ Tech-enabled Regulatory Compliance Solutions
- ▶ State & Local Tax Incentive Services
- ▶ ACH Payment Processing & Electronic Billing

January Partners is backed by a sophisticated group of investors who have invested together for 30 years behind driven entrepreneurs. Most of our investors have also led companies themselves. The group consists of 19 current and former CEO/Presidents, 5 Ernst & Young Entrepreneur of the Year award winners, five institutions and 16 partners at private equity and institutional investment firms.

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PREFERRED MANAGEMENT SITUATIONS

- ▶ Owner ready to retire
- ▶ Owner wants transition out of daily management
- ▶ Owner wants focused role (e.g. sales, technology)
- ▶ Entrepreneur needs stronger leader / board
- ▶ Serial entrepreneur ready for next venture
- ▶ Partner buyout
- ▶ Divestiture from larger corporation

BENEFITS FOR SELLERS

- ▶ No required rollover equity. Up to 25% optional.
- ▶ Seller may retain a role or fully transition out
- ▶ Company remains independent – be a platform, not an add-on
- ▶ Employees keep their jobs
- ▶ Company will continue to grow
- ▶ Energetic new leadership
- ▶ Join a unique community of entrepreneurs and investors