

Empowering Management

Capital, Experience and Perspective for Leading Middle Market Growth Companies

Background

- Private equity firm founded in 1998 and based in Chicago
- Over \$400 million of capital under management
- Focus on buyouts, recapitalizations and growth equity in partnership with management
- Highly experienced investment team—have closed more than 100 acquisitions

Business Services Sector Focus

Professional Services

- IT Services
- Consulting Services
- Healthcare Services
- Accounting and Financial Services
- Marketing and Advertising Services
- Government, Risk and Compliance Services
- Strategic Communications and Public Relations

Industrial & Commercial Services

- Facility Services
- Landscaping Services
- Environmental Services
- HVAC and Building Services
- Telecommunication Services
- Engineering and Infrastructure Services
- Testing, Inspecting and Certification Services

Transportation and Logistics Services

- Third-Party Logistics
- Supply Chain Services
- Value-Added Distribution
- Freight and Cargo Services
- Specialty Transportation Solutions
- Warehousing & Fulfillment Services
- Logistics Consulting and Freight Brokerage

Platform Investment Financial Criteria

- Company EBITDA between \$3 million and \$15 million
- Company Revenue between \$10 million and \$100 million
- Normalized EBITDA margins > 10%

Contact Us

Andy Albert
aalbert@svoco.com
312-267-8753

Tom Brooker
tbrooker@svoco.com
312-267-8740

Ryan Clark
rclark@svoco.com
312-267-6382

Will King
wking@svoco.com
312-267-8744

Mike Mulroe
mmulroe@svoco.com
312-267-8741

Ana Padilla
apadilla@svoco.com
312-267-8745

David Rubin
drubin@svoco.com
312-267-8756

Ryan Smith
rsmith@svoco.com
312-267-6292

John Svoboda
jas@svoco.com
312-267-8751

Select Active Investments



Bully Pulpit Interactive is an integrated digital agency that serves corporations, trade associations, non-profit organizations, and political campaigns by advising them on campaign strategy, audience identification, creative development, media optimization and placement, strategic communications, and data analytics.

www.bpimedia.com
Investment Date: April 2023
Location: Washington D.C.



Lumina

Lumina helps pharmaceutical and biotech companies across the globe deliver successful payer submissions, development strategies, commercial brand launches and product campaigns by transforming data and information into real-world insights, which in turn empower patients, providers, payers and regulators to take timely and decisive action.

www.lumina.com
Investment Date: October 2022
Location: Bethesda, MD



Horwitz operates as a full-service multi-trade specialty mechanical and HVAC service provider offering general contractor, specialty contractor, and building owner customers engineering, installation, and ongoing support services in the HVAC, plumbing, electrical, and building controls industry segments.

www.horwitzinc.com
Investment Date: March 2022
Location: New Hope, MN

THE VARIABLE

The Variable is an end-to-end digital advertising agency and innovation consultancy that serves middle market and enterprise clients across a range of industries by providing brand and business strategy, in-house creative and content creation, media planning and buying, as well as measurement and optimization of advertising campaigns.

www.thevariable.com
Investment Date: September 2021
Location: Winston-Salem, NC



marcusthomas

Marcus Thomas is a marketing and advertising agency providing creative and content development, web and application development, media, public relations and social media marketing, brand strategy and CRM and marketing automation consulting to clients across a range of industries including health and wellness, home and garden, and financial services, among others.

www.marcusthomasllc.com
Investment Date: March 2021
Location: Cleveland, OH



Kenway serves as a management and technology consultancy, provides IT and business solutions to middle market and enterprise clients operating across a range of industries, including financial and professional services, manufacturing and industrial, telecom and software / IT, and healthcare, among others.

www.kenwayconsulting.com
Investment Date: January 2020
Location: Chicago, IL

Select Exits



Bully Pulpit Interactive is an integrated digital agency that serves corporations, trade associations, non-profit organizations, and political campaigns by advising them on campaign strategy, audience identification, creative development, media optimization and placement, strategic communications, and data analytics.

Date Sold: April 2023
Location: Washington D.C.

Clarion

| A LIFE SCIENCES CONSULTANCY

Clarion provides strategic and organizational consulting services to biotech and pharmaceutical companies across multiple therapeutic areas including oncology, rare disease, and other specialty therapeutic areas, including ophthalmology, dermatology, and endocrinology, among others.

Date Sold: October 2022
Location: Boston, MA

ONE NORTH

One North Interactive is a leading digital marketing consultancy focused on assisting middle-to large-market professional services and other B2B organizations in using digital brand strategy, user experience, creative, social media and technology to create unique and meaningful customer experiences.

Date Sold: December 2018
Location: Chicago, IL

SWC TECHNOLOGY PARTNERS

SWC Technology Partners is a provider of information technology consulting and managed services to the middle-market, serving both B2B and B2C customers primarily in the Chicago metropolitan area.

Date Sold: July 2018
Location: Oak Brook, IL



DataBank is a full-service provider of outsourced imaging and information solutions, including document scanning, indexing, document storage, and software to manage information. Databank operates seven full service production centers nationwide.

Date Sold: August 2017
Location: Beltsville, MD



THE GLOVER PARK GROUP

Glover Park Group is a full-service strategic consulting firm providing integrated communications solutions to Fortune 500 companies, foundations, non-profit organizations, initiative campaigns and industry coalitions.

Date Sold: December 2011
Location: Washington, D.C.



MIDWEST DENTAL

Midwest Dental is a dental practice management company providing general dental services through dental offices in Wisconsin, Illinois and Minnesota.

Date Sold: May 2007
Location: Mondovi, WI

SMITHBUCKLIN

SmithBucklin is an association management and professional services company providing full-service management and function / project-specific services to trade associations, professional societies and government institutes/agencies.

Date Sold: June 2005
Location: Chicago, IL

Other Active and Past Portfolio Companies

ReliableParts



TRIAD TECHNOLOGIES

infinite packaging group

Blake & Pendleton



BORDER CONSTRUCTION SPECIALTIES

CAPE ELECTRICAL SUPPLY



INTERLINE

