

SOUTHFIELD

True Partners

Southfield Capital is a private equity firm that partners with exceptional, growing companies in the lower middle market

Andy Levison
Founder & Managing Partner
alevison@southfieldcapital.com

Andy Cook
Partner
acook@southfieldcapital.com

Heb James
Partner
hjames@southfieldcapital.com

Brandon Pinderhughes
Partner
bpinderhughes@southfieldcapital.com

Robert Root
Transformation Partner
root@southfieldcapital.com

Tim Lewis
Senior Advisor
tlewis@southfieldcapital.com

Chris Grambling
Principal
cgrambling@southfieldcapital.com

Jason Perloth
Principal, Head of Business Development
jperloth@southfieldcapital.com

Josh Sylvan
Vice President
jsylvan@southfieldcapital.com

Manvir Heir
Vice President
mheir@southfieldcapital.com

Matt King
Senior Associate
mking@southfieldcapital.com

Mike Weber
Senior Associate
mweber@southfieldcapital.com

Alice Esmerian
Associate
aesmerian@southfieldcapital.com

Southfield Capital has invested in entrepreneur built, business services companies since 2002. We work collaboratively with management teams to accelerate organic growth and implement targeted add-on acquisition strategies with the goal of at least tripling the size of the businesses. Having raised more than \$1 billion across five vehicles, Southfield is currently investing out of its third flagship fund.

Investment Criteria & Focus

EBITDA Criteria

\$4 - 15MM

*Add-on acquisitions
can be smaller*

Industry Focus

**Business
Services**

Investment Size

\$20 - 80MM

per platform

*Add-on acquisitions
can be smaller*



**Partnership-first model
and strong alignment with
leadership**



**Profitable,
growing
business**



**First
institutional
capital**



**Non-discretionary
services that are critical
to the customer**



**3x+ organic and
acquisition growth
potential**



**Opportunity for
value creation**

Greenwich, CT (HQ)

140 Greenwich Avenue, 4th Floor
Greenwich, CT 06830

Bellevue, WA

13555 S.E. 36th St., Suite 100
Bellevue, WA 98006

For more information or investment opportunities:

Jason Perloth or
www.southfieldcapital.com

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Current Equity Investments



Alba Wheels Up
Logistics Services
Valley Stream, New York

Alba provides customs brokerage, freight forwarding, trade compliance and other logistics services enabling its clients to efficiently move goods into and out of the U.S.

Add-on Acquisition Strategy: customs brokerage, freight forwarding, trade and regulatory compliance and related logistics services companies



Condominium Associates
Property Management
Services
Clearwater, Florida

Condominium Associates is a full-service property and association management company providing property management, financial / treasury services, and maintenance services for HOAs, condominiums, residential high rises, townhomes, and commercial buildings.

Add-on Acquisition Strategy: property management companies across the Southeast U.S. and related ancillary service providers to HOA and condo association clients



Franchise FastLane
Managed Franchise
Services
Omaha, Nebraska

Franchise FastLane is a franchise sales organization that provides high value services to emerging franchisors through its proprietary technology, including franchisee program development, prospect recruitment and qualification, communication and tracking, deal closure and onboarding.

Add-on Acquisition Strategy: franchise sales organizations and franchisor/franchisee service businesses



The Kelvin Group
Industrial Services
Wilmington, Massachusetts

The Kelvin Group is an industrial refrigeration and HVAC company that provides a broad range of mission critical services, including system design and installation, service, planned maintenance and compliance.

Add-on Acquisition Strategy: industrial refrigeration, mission critical HVAC and related compliance services companies



Milrose Consulting
Building and Municipal
Consulting Services
New York, New York

Milrose is a leading provider of outsourced compliance solutions that offers a diverse portfolio, including building code and zoning, permit expediting, regulatory filing, special inspections, due diligence, and other services to clients across a variety of sectors such as commercial, retail, multi-family residential, healthcare, life sciences, among others.

Add-on Acquisition Strategy: building compliance and inspection services companies



Pacific Landscape Management
Landscaping Services
Hillsboro, Oregon

Pacific is a leading landscape management company offering a range of maintenance, enhancement and snow/ice services to commercial, industrial and HOA clients in the Pacific Northwest.

Add-on Acquisition Strategy: providers of commercial landscape maintenance, enhancements, installation, water management and winter storm services located on the West Coast



Protos Security
Managed Security Services
Daleville, Virginia

Protos provides security guard and related solutions through its proprietary technology system which enables clients to outsource the administrative burden associated with onboarding, managing and tracking thousands of guards working for dozens of vendors across hundreds of locations.

Add-on Acquisition Strategy: tech-enabled physical security, contract security guard, video monitoring and access control companies

Other Sectors of Interest

**Building & Facility
Services**

Industrial Services

Professional Services

**Compliance & Inspection
Services**

IT Services

Real Estate Services

**Financial & Insurance
Services**

Managed Services

Transportation & Logistics

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