

SOUTHFIELD

True Partners

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

Targeted Business Characteristics



Leadership committed to partnering



Profitable, growing business



Organic and acquisition growth potential



Service that's critical to the customer

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. Southfield is currently investing out of its third fund.

EBITDA Criteria

\$4 – 15 MM

Add-on acquisitions can be smaller

Investment Size

\$20 – 60MM per platform

Add-on acquisitions can be smaller

Investment Focus



Business services



Entrepreneur-led businesses



First institutional capital

Team Contact

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Current Equity Investments

	<p>Alba Wheels Up Logistics Services Valley Stream, New York</p>	<p>Alba is a provider of customs brokerage, freight forwarding, trade compliance and other logistics services enabling its clients to efficiently move goods into and out of the U.S.</p> <p>Add-on Acquisition Strategy – customs brokerage, freight forwarding, trade and regulatory compliance and related logistics services companies</p>
	<p>Franchise FastLane Managed Franchise Services Omaha, Nebraska</p>	<p>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.</p> <p>Add-on Acquisition Strategy – franchise sales organizations and franchisor/franchisee service businesses</p>
	<p>The Kelvin Group Industrial Services Wilmington, Massachusetts</p>	<p>The Kelvin Group is an industrial refrigeration and HVAC company with a broad range of mission critical services including system design and installation, service, planned maintenance and compliance.</p> <p>Add-on Acquisition Strategy – industrial refrigeration, mission critical HVAC and related compliance services companies</p>
	<p>Milrose Consulting Commercial Real Estate Services New York, New York</p>	<p>Milrose is a leading provider of building code compliance solutions that offers a diverse portfolio of permitting, code & zoning, regulatory filing, due diligence and other consulting services.</p> <p>Add-on Acquisition Strategy – commercial real estate consulting, compliance and inspection services companies</p>
	<p>Protos Security Managed Security Services Daleville, Virginia</p>	<p>Protos provides security guard and related solutions through its proprietary technology system which enables national clients to outsource the administrative burden associated with onboarding, managing and tracking thousands of guards working for dozens of vendors across hundreds of locations.</p> <p>Add-on Acquisition Strategy – tech enabled physical security, contract security guard, video monitoring and access control companies</p>
	<p>Commercial Landscape Management Landscaping Services Pacific Northwest</p>	<p>A facility management company that provides landscape maintenance, enhancement, and snow/ice services to commercial, industrial, and HOA clients in the Pacific Northwest.</p> <p>Add-on Acquisition Strategy – providers of commercial landscape maintenance, enhancements, installation, water management and winter storm services located on the West Coast</p>

Other Sectors of Interest

<p>Building Services</p>	<p>Companies engaged in fire life & safety, maintenance & repair, property management, and other complimentary services</p>
<p>Managed Services</p>	<p>Companies leveraging a vendor network to execute services for national or super regional customers</p>
<p>Insurance Services</p>	<p>Administrators, brokers, captive managers or companies who participate in the broader health and benefits or property and casualty insurance ecosystem</p>
<p>Compliance & Inspection Services</p>	<p>Companies focused on ensuring regulatory compliance or inspection services</p>
<p>IT Services</p>	<p>Companies providing value-add IT services to either SMB or enterprise clients with some element of contracted recurring revenue</p>
<p>Logistics</p>	<p>Companies focused on asset light third party logistics</p>