



Focused Partners for Growth

Integrity • Discipline • Relationships

Investment Focus

Target Sectors:

- Technology-enabled business services
- Education services
- Communication services
- Media services

Business Model Characteristics: Strong margin profile, high free cash flow conversion, attractive growth prospects, favorable competitive position, barriers to entry, long-term contracts and customer relationships

Platform Target Revenue: \$10 million – \$100 million

Platform Target EBITDA: \$2 million – \$20 million

EV Target Range: \$30 million – \$250 million

Transaction Type: Middle market buyouts, lead and control majority investments, founder recapitalizations and buy and build scenarios

Geography: Headquartered in North America

Current Spire Focus Areas

- Behavioral Health
- Cybersecurity
- Early Education
- Education Technology & Solutions
- Government Technology
- HCM Technology & Services
- Healthcare Technology / Telehealth
- Hyper Automation / Robotic Process Automation
- IT Services
- Legal Technology / Governance Risk Compliance
- Marketing Technology
- Real Estate Technology
- Records Management
- Supply Chain Technology / Transportation Spend Management
- Testing Inspection Certification and Compliance / Food Safety Health
- Vertical & Professional Education / Regulated & Compliance Training

Active Investments

March 2022

Tech-Enabled Business Services

Leading software provider to the lawful communications surveillance market

Lincoln, NE

Dec 2020

Tech-Enabled Business Services

Technology-driven production company that builds and supports virtual engagement services

Fairfield, NJ

Aug 2020

Tech-Enabled Business Services

Non-destructive testing, safety, environmental and insurance services

Wichita, KS

Sep 2018

Education Services

Early education services provider in the Southeast U.S.

Gainesville, FL

May 2018

Tech-Enabled Business Services

Managed service provider for IT and cloud services to SMBs

Greensboro, NC

Nov 2016

Media Services

Out-of-home advertising solutions for national and local enterprises

New York, NY

Mar 2014

Tech-Enabled Business Services

SaaS-enabled transportation spend management solutions

Austin, TX

Actively pursuing add-ons

Andy Armstrong
aarmstrong@spirecapital.com

Bruce Hernandez
bhernandez@spirecapital.com

David Schaible
dschaible@spirecapital.com

Don Stewart
dstewart@spirecapital.com

Sean White
swhite@spirecapital.com

Representative Past Investments

Spire Capital – June 2022



Tech-Enabled Business Services

Exited to Accenture



June 2022

Spire Capital – March 2022



Communications

Exited to Sangoma



March 2022

Spire Capital – November 2019



Education Services

Exited to NexPhase Capital



Nov 2019

Spire Capital – May 2019



Tech-Enabled Business Services

Exited to Lightyear Capital



May 2019

Spire Capital – February 2013



Tech-Enabled Business Services

Exited to PSI



Jan 2017

Spire Capital – May 2010



Education Services

Exited to Quad-C



Jun 2016

Spire Capital – February 2010



Communications

Exited to American Tower



Oct 2014

Spire Capital – February 2010



Tech-Enabled Business Services

Exited to SilverLake Sumeru



Aug 2012

Spire Capital – June 2008



Media Services

Exited to Chime Communications



Nov 2013

Spire Capital – May 2008



Tech-Enabled Business Services

Exited to QTS



Jun 2015

Spire Capital – November 2007



Education Services

Exited to Pearson Vue



May 2012

Spire Capital – March 2007




Tech-Enabled Business Services

Exited to Ritchie Brothers



May 2012

 = Exited to strategic acquirer

Note: Other past Spire Capital investments include OCM, Highline Media, Encoda Systems, American Community Newspapers, InnerHost, Inflow Group, Vivax, Nassau Broadcasting, Skymall, Ariston Global, Patriot Media, and Professional Bull Riders.
Updated as of December 2023.