



## Focused Partners for Growth

Integrity • Discipline • Relationships

### Why Partner with Spire Capital?

Since its inception in 2000, Spire Capital has managed over \$1 billion of committed capital and has completed 32 platform investments and over 115 add-on acquisitions.

- Significant expertise investing and operating in our target sectors with a focus on accelerating growth
- Robust Executive-in-Residence program
- Spire's collaborative approach and key relationships enhance strategic guidance and drive business performance
- Proven speed to close for both platform and add-on acquisitions
- Track record of building companies valued by strategic buyers

### Investment Focus

#### Target Sectors:

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

**Size:** \$10 million – \$60 million

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

**Geography:** Headquartered in North America

### Active Investments

March 2022

**PENLINK**

*Tech-Enabled  
Business Services*

Leading software  
provider to the lawful  
communications  
surveillance market

Lincoln, NE

Dec 2020

**THE  
Inception  
COMPANY**

*Tech-Enabled  
Business Services*

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

Fairfield, NJ

Aug 2020

**PROtect**

*Tech-Enabled  
Business Services*

Non-destructive testing,  
safety, environmental and  
insurance services

Wichita, KS

Sep 2018

**o2b  
KIDS!**

*Education  
Services*

Early education  
services provider in  
the Southeast U.S.

Gainesville, FL

May 2018

**DYNAMIC  
QUEST™**

*Tech-Enabled  
Business Services*

Managed service  
provider for IT and  
cloud services to SMBs

Greensboro, NC

Nov 2016

**VEC  
TOR**

*Media  
Services*

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

New York, NY

Mar 2014

**trax**

*Tech-Enabled  
Business Services*

SaaS-enabled  
transportation spend  
management solutions

Austin, TX

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## 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 June 2022.