

SOUTHFIELD

OVERVIEW

Southfield Capital is a private equity firm that invests in exceptional, growing companies in the lower middle market. We invest with owners and management teams that are enthusiastic about scaling their operations and look forward to partnering with Southfield to achieve their growth aspirations. Southfield focuses on growth-oriented, lower middle market companies in the business and financial services sectors.

PARTNERSHIP APPROACH

Southfield Capital's team brings deep industry sector focus and lower middle market experience to portfolio company value creation. The firm also has an extensive network of industry executives and business advisors who work with the portfolio companies to drive growth and performance improvement strategies. And Southfield works collaboratively with its management teams. We believe the ideal management partner is motivated more by building a great business and longer-term financial rewards, than the immediate pay-out from Southfield Capital's investment.

Investment Approach

Business Profile

- Exceptional management team with a meaningful stake in the business
- Compelling organic and/or acquisition growth potential
- Target sectors: business services and financial services

Financial Profile

- Target EBITDA: \$4 - \$12 million
- High, sustainable free cash flow margins
- History of profitable growth

Investment Team

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Current Platform Investments



Financial
Services

Vanguard is a premier agent and administrator of finance and insurance products and services to franchised automobile dealers.



Business
Services

Tier One Relocation is an outsourced service provider to transportation companies and provides a range of mission-critical services, including order procurement, relocation management, customer service and back-office administration.



Business
Services

Ntiva is a full-service provider of managed IT services for small and medium-sized businesses. The company's services enable its customers to access best-in-class IT capabilities at a reasonable cost.



Business
Services

ARC is the largest independent industrial refrigeration services company in New England. ARC manages customer refrigeration systems including regular monitoring, repair, replacement, compliance and safety.

Representative Exits



Business
Services

BioPharm Communications is a multichannel marketing solutions provider that enables pharmaceutical and biotech brands to reach, influence, and engage physicians and other healthcare practitioners.



Business
Services

Hallcon is a provider of specialty outsourced services to the railway and transit sectors in North America. The company provides crew transportation and cleaning services for rail operators and commuter rail systems.



Business
Services

Total Fleet Solutions is an industry leader in the emerging material handling equipment outsourcing market. The company provides turnkey fleet management services to Fortune 1000 and other large manufacturing companies.



Financial
Services

Dealers' Financial Services, through its MILES program (Military Installment Loan and Education Services), was a leading provider of subprime automobile loans for junior enlisted military personnel.

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