

# 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 - 12MM**

*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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**SOUTHFIELD**

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## Current Equity Investments



**American Refrigeration Company**  
Industrial Services  
Andover, Massachusetts

ARC 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.

*Add-on Acquisition Strategy – Industrial refrigeration, mission critical HVAC and related compliance services companies*



**Milrose Consulting**  
Commercial Real Estate Services  
New York, NY

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.

*Add-on Acquisition Strategy – Commercial real estate consulting, compliance and inspection services*



**Ntiva**  
IT Services  
McLean, Virginia

Ntiva is a full-service provider of managed IT services for small and medium-sized businesses that enables their customers to access best in class IT capabilities at a reasonable cost.

*Add-on Acquisition Strategy – SMB focused managed IT service providers and managed security providers*



**Protos Security**  
Managed Security Services  
Daleville, Virginia

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.

*Add-on Acquisition Strategy – Tech enabled physical security, contract security guard, video monitoring and access control companies*

## Sectors of Interest

### Fire, Life and Safety

Companies that provide inspection, maintenance and repair of fire and smoke related products and other complementary services

### Insurance Brokers, Agents and Captive Managers

Companies engaged in brokering commercial insurance, underwriting insurance coverage on behalf of a carrier, or administering self-funded insurance programs

### Workplace & FMLA Compliance

Companies that specialize in providing workplace and family and medical leave act compliance

### IT Services

Companies providing value-add IT services to either SMB or enterprise clients with some element of contracted recurring revenue.