

# Operator led. Market obsessed. People focused.

Supporting the innovators working at the intersection of people and technology.

Attain Capital is a private equity firm that builds impactful partnerships with businesses delivering high-value technology-enabled solutions and services to government and education clients. We are experienced investment and operational professionals who partner with great teams to grow enduring companies and create sustainable long-term value.

## Sector Focus

Technology and/or Tech-Enabled Services focused on government and education end markets.



GOVERNMENT TECHNOLOGY



GOVERNMENT SERVICES



EDUCATION TECHNOLOGY



EDUCATION SERVICES

## Investment Criteria

### Transaction Structure

- > Flexible investment structure
- > Primarily control investments
- > \$10m+ initial equity check

### What We Target

- > Founder-led businesses with growth potential that will benefit from our support and expertise
- > Compelling thesis to combine organic growth with operational efficiency, revenue diversification, and strategic M&A
- > Active board involvement

### Business Characteristics

- > US-based businesses:
  - > \$30m+ revenue for tech-enabled services businesses
  - > \$10m+ ARR for software businesses
- > Target EBITDA: \$3.0m+
- > Revenue Growth: > 10%
- > High revenue visibility
- > Differentiation from competitors
- > Quality management team (or opportunity to upgrade)

## Value Creation

- > Deep industry knowledge, domain expertise, and unrivaled operator experience to generate high conviction value based on a proven investment approach.
- > High-touch investors that leverage Attain Enterprises' shared services and robust network to generate differentiated outcomes.

PARTNER

BUILD

IMPROVE

GROW

OPTIMIZE

## Team

### Greg Baroni

MANAGING PARTNER  
703.795.1477  
gbaroni@attain.capital

### Ted Davies

MANAGING PARTNER  
703.850.7611  
tdavies@attain.capital

### Mike Slarve

VICE PRESIDENT  
703.857.2204  
mslarve@attain.capital

### Chris Kennedy

VICE PRESIDENT  
703.436.6959  
ckennedy@attain.capital

### Mike McCullough

SENIOR ASSOCIATE  
703.857.2193  
mmcullough@attain.capital





### Alexander Brown

SENIOR ASSOCIATE  
856.905.4944  
abrown@attain.capital

### Colin Moody

ASSOCIATE  
703.857.2188  
cmoody@attain.capital

## Current Portfolio<sup>1</sup>

PORTFOLIO COMPANY	COMPANY DESCRIPTION	INVESTMENT DATE
 <a href="http://safalpartners.com">safalpartners.com</a>	<p>Safal Partners is an education and workforce consulting firm providing strategy and project management services primarily to federal, state, and local government agencies, as well as independent school districts.</p>	<p>May 2021</p>
 <a href="http://cardinality.ai">cardinality.ai</a>	<p>Cardinality.ai is a provider of GovTech software enabling government agencies to achieve better social and economic outcomes through intuitive, AI enabled, and cloud-based solutions.</p>	<p>November 2021</p>
 <a href="http://infotekconsulting.net">infotekconsulting.net</a>	<p>Infotek is a technology consulting firm specializing in system selection, technology implementation, and managed services supporting finance and accounting operations for government contractors of all sizes.</p>	<p>April 2022</p>
 <a href="http://regenteducation.com">regenteducation.com</a>	<p>Regent Education is the leading provider of SaaS solutions that automate financial aid processing/verification, packaging, and disbursement.</p>	<p>May 2022</p>

Our team's  
experience with  
successful exits<sup>2</sup>



ALTAMIRA

royall & company

1. The logos used on this page are for information and identification purposes only and do not imply endorsements by such companies.
2. Investments represent exited investments completed by Attain Capital's principals and partners before joining Attain Capital.