



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
- > \$15m+ 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 Portfolio¹

PORTFOLIO COMPANY	COMPANY DESCRIPTION	INVESTMENT DATE
 safalpartners.com	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.	May 2021
 cardinality.ai	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.	November 2021
 infotekconsulting.net	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.	April 2022
 regenteducation.com	Regent Education is the leading provider of SaaS solutions that automate financial aid processing/verification, packaging, and disbursement.	May 2022
 excella.com	Excella is a leading provider of Agile transformation, artificial intelligence, digital services delivery, and modernization to government and commercial customers.	May 2024

Our team's
experience with
successful exits²



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.