



Business Services Industry Expertise

LaSalle Capital is a leading private equity firm with extensive experience in the lower middle market. We currently manage two funds totaling over \$330 million in capital. We have a proven track record of partnering with management teams to increase value in business services companies through a strategic operating focus to improve profitability while driving growth organically and through acquisitions.



We look for businesses with the following characteristics:

- Strong, defensible market position
- Recurring revenue / long-term service contracts
- High customer retention
- Organic growth potential / stable earnings history
- Scalable and 'high-touch' service-oriented model / low capital intensity
- Utilization of technology to enhance or expand service offering
- Revenues of \$20 to \$100 million
- EBITDA over \$3 million

We have experience in the following areas:

- BPaaS / tech-enabled BPO
- Payments / fintech
- Revenue cycle management
- Data / content management services
- Testing and inspection services
- Facilities services

Our objectives for an investment are to:

- Increase enterprise value by growing revenue and EBITDA
- Employ industry best practices
- Provide follow-on capital for growth
- Accelerate growth through the execution of add-on acquisitions

Characteristics of our operational approach:

- Sharing operational experience and resources
- Identifying and mitigating business risks
- Leveraging industry contacts
- Alignment of interests through equity participation

Representative Business Services Investments



June 2016
Payment Processing
Service Provider
processing.com

- Provides payment processing services to e-commerce merchants that allow for the acceptance of online payments in multiple currencies around the globe
- Further developing acquiring bank partnerships and merchant tools
- Investing in technology and sales resources to support the expansion of the business



June 2014
Integrated Technology
Solutions Provider
avtex.com

- Provides technology-based solutions to clients seeking to improve their customer interactions
- Developing a leading national provider of integrated contact center and customer experience (CX) focused solutions
- Broadening services and product offerings as well as optimizing operational efficiency



November 2013
Business Process Outsourcing
metasource.com

- Provider of technology-enabled business process outsourcing (BPO) services with a focus on the financial services industry
- Expanding service offerings to further penetrate key verticals and rolling out SaaS-based workflow management solution
- Opportunistically seeking add-on acquisitions



September 2013
Non-destructive Testing
Services
avantechts.com

- Provider of non-destructive testing (NDT) services and equipment
- Pursuing a buy-and-build strategy to develop a leading, diversified NDT and inspection services provider to the energy, infrastructure, transportation and aerospace industries
- Acquired Reliant NDT in September 2013 and Lone Star Inspection Services in July 2014



June 2012
Specialized Warehouse
Labor Services
eclipseadvantage.com

- Provides specialty warehouse labor services to distribution centers in the foodservice and grocery industries
- Supplemented management team to position the company for growth
- Investing in industry leading technology to support the expansion of the business domestically and throughout Canada
- Broadening suite of services offered to further penetrate distribution centers served



April 2010
Industrial Facility Security
unitedamericansecurity.com

- Security guard services company serving industrial, distribution, and commercial office clients
- Merged three companies under a new management team to form the original platform
- Executing a buy-and-build strategy to form a super-regional leader



May 2007
(July 2012 exit)
Revenue Cycle Management
receivablesmp.com

- Revenue cycle management company focused on healthcare customers
- Expanded technology-enabled service and product offerings with a focus on client service compliance
- Executed a Midwest-focused buy-and-build strategy, successfully completing five add-on acquisitions during LaSalle Capital ownership
- Sold to Thompson Street Capital Partners in 2012



November 2007
(July 2012 exit)
Shopper Insight Consulting
chasedesign.net

- Provides shopper insight consulting and product, package, and retail design services to leading consumer goods companies and major retailers
- Leveraged recapitalization of the company in partnership with the CEO
- Expanded client base with large CPG companies and channel leading retailers
- Sold to The Interpublic Group of Companies, Inc. (NYSE-IPG) in 2012