

## Who Is ScaleCo?

ScaleCo is a Cleveland-based investment platform focusing on sub-middle market businesses. Over a 20 year legacy that includes three committed Evolution Capital funds, we have invested over \$100 million in more than 20 platform companies. ScaleCo has extensive experience in transforming small businesses and has a preference to invest alongside a partner willing to roll their sleeves up, though we can accommodate the owner looking to exit the business as well. We are structured so that we can hold investments much longer than the traditional five year private equity holding period.

## Why ScaleCo?

### Mitigates Risk for Investors and Management

Imagine the costs to grow a business to the next level; in most cases it is simply unattainable for small businesses. Day one, the ScaleCo team is on the ground actively building the growth plan with management. Our approach uses low or no leverage at the time of investment and a reserve of capital ready to invest in executing the growth plan. Our process is purpose-built to drive organic growth.

## The TAC Method

### Small Business Transformation, Acceleration, Consolidation

Over 20 years and through more than 20 platforms, we have developed the TAC Method to rapidly scale our platforms into the middle market. Our team teaches (and hires) talent, implements best practices and leading business technology into operations. At the same time we build alignment throughout the organization towards growth. Finally we bring excellent corporate development and M&A to drive even more opportunity with management.

## ScaleCo Prospect Profile

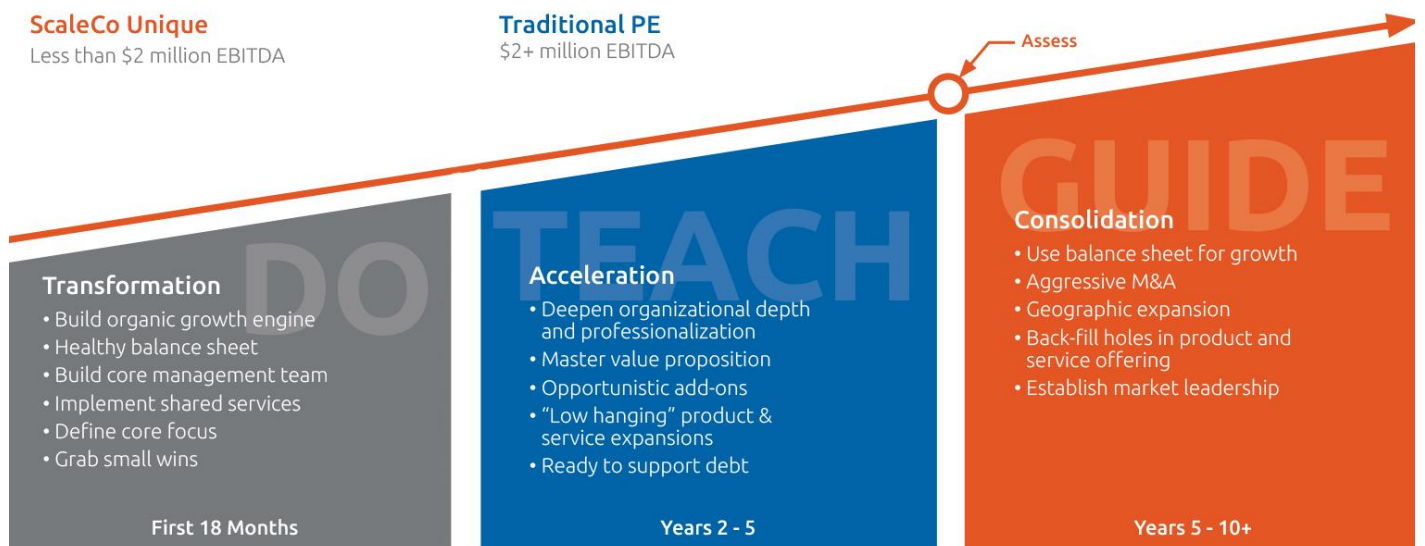
### Financial Attributes

- Majority interest acquired
- Equity Investment of \$2M+
- Initial EBITDA \$500K+
- Revenue \$2.5M+

### Operational Attributes

- Vision for long term growth
- Prefer drivable from CLE
- Easy to understand value proposition
- Generalists with preference toward:
  - Training
  - Business services
  - Value-added distribution

*Our team is your operating leverage, creating value – better, faster, cheaper*



## Our Experience

20+ Years of Deal Making

### Pre-Evolution Capital Partners

- 3 Platform Investments

### Evolution Capital Partners

Fund I – 2006 Vintage

- 5 Platform Investments / All Exited

Fund II – 2011 Vintage – Still under active management

- 7 Platform Investments / 3 Exits

Fund III – 2014 Vintage – Still under active management

- 4 Platform Investments

### ScaleCo Investments

- 1 Platform (Dec. 2018 acquisition + growth capital)



Renascent Salvage Holdings



\$80 Million+ AUM



## Select Investment Highlights

### Heavy Equipment Colleges

Multi-campus private education and training business specializing in heavy equipment and crane operator training.

- *Management Alignment: Through a recapitalization of the Company and the use of EOS, a thorough restructuring of the organization allowed for streamlined decision making and accelerated scale.*
- *Corporate Development: Using our extensive deal flow network and transaction ability, we were able to source and execute multiple add-on opportunities to generate rapid value creation.*



### Cap City Dental Lab

Provider of dental implants such as crowns, dentures, partials and bridges to dentists, dental-service organizations (DSOs) and other dental labs.

- *Dynamic Sales & Marketing Strategy: New marketing collateral, HR restructuring, new vendors and a third-party call center resulting in \$130k of cost efficiencies and drastic improvements in quality.*
- *Geo-Spatial Analysis for Expansion: Using a combination of company data, Tableau and various third-party data sources, quantified the highest value geographies to focus expansion.*



### Budco Financial Services

Budco Financial is a payment plan program management company, specializing in comprehensive, payment plan solutions for the automotive industries.

- *Long Term Commitment: Budco was originally spun off from a larger corporate entity in 2012 with no infrastructure. Since then we have supported the new management team as they continue to build long term sustained growth in the payment processing world. ScaleCo has been instrumental in accelerating Budco's trajectory through deep technology support, developing an efficient balance sheet, and assisting in business development.*



## Our Team

**Brendan Anderson** | *Founder and CEO*

25 yrs. Exp | EOS Visionary | Leadership | Strategy  
Kolbe 4-2-9-3

[Brendan@ScaleCo.com](mailto:Brendan@ScaleCo.com) | 216-288-5647

**Mike David** | *President*

25 yrs. Exp | EOS Integrator | Operations | Process  
Kolbe 8-7-1-4

[Mdavid@ScaleCo.com](mailto:Mdavid@ScaleCo.com) | 330-322-8614

**Marlene Tehi** | *CFO*

25 yrs. Exp | Deal Execution | Accounting & Reporting  
Kolbe 8-7-2-2

[Marlene@ScaleCo.com](mailto:Marlene@ScaleCo.com) | 216-375-8742

**Michael Martof** | *Vice President*

6 yrs. Exp | Deal Execution | EOS Implementation | Corp. Development  
Kolbe 8-5-5-3

[Martof@ScaleCo.com](mailto:Martof@ScaleCo.com) | 330-984-1720

**Wiley Runnestrand** | *Vice President*

12 yrs. Exp | Deal Sourcing | Marketing & Sales | Systems Implementation  
Kolbe 7-3-6-5

[Wiley@ScaleCo.com](mailto:Wiley@ScaleCo.com) | 440-567-1870

**Katie Wede** | *Analyst*

3 yrs. Exp | Financial Analysis | Data Analytics | Due Diligence  
Kolbe 7-4-3-6

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