

ScaleCo Acquires Controlling Interest in Microcap Private Companies Within Driving Distance of Cleveland, Ohio

ScaleCo uses a scalable search model; a blended model that combines traditional Private Equity sourcing with elements of a Search Fund. We pride ourselves on backing driven individuals, (ScaleCo's "Operating Partners") who find and operate companies to transform and scale.

The ScaleCo Journey

Over 25+ years, we have demonstrated success in combining transformational companies with experienced operators.

ScaleCo looks for profitable companies that have experienced plateaued growth. We match these companies with an experienced Operating Partner, working closely with management to develop a shared vision and growth plan. From here, ScaleCo continues to take an active approach in the implementation of the TAC Method to scale our investment platforms into sub-middle market companies.

The TAC Method ("Transform, Accelerate, Consolidate")

ScaleCo has developed a repeatable, proven process to scale our portfolio

Our history shows that growth capital, combined with hiring the right talent, and creating team alignment will lead to transformation. ScaleCo partners with management and Operating Partners to implement the TAC Method which emphasizes:

- **Establishing financial reporting and accounting systems**
- **Increasing team alignment**
- **Enhancing organic revenue growth through sales and marketing**
- **Assessing and updating technical systems**
- **Identify opportunities for corporate development (value-add acquisitions)**



ScaleCo Acquisition Criteria

Financial Attributes:

- **Majority interest acquired**
- **Equity investment of \$2M+**
- **Initial EBITDA \$500K+**
- **Revenue \$2.5M+**
- **High profit margins**

Operational Attributes:

- **Well-defined growth plan**
- **Drivable from CLE (preferably)**
- **Easy-to-understand value proposition**

ScaleCo Target Operating Partner Profile

Generalists with a preference toward:

- **Training & Certification**
- **Business & Financial Services**
- **Value-added Distribution & Manufacturing**
- **Technology Enabled & Software**

Our Experience

Pre - Evolution Capital Partners

- 3 Platform Investments / All Exited

Evolution Capital Partners

Fund I – 2006 Vintage

- 5 Platform Investments / All Exited

Fund II – 2011 Vintage – *Still under active management*

- 7 Platform Investments / 6 Exited

Fund III – 2014 Vintage – *Still under active management*

- 4 Platform Investments / 1 Exited

Selected Portfolio Investments



Selected Acquirers



ScaleCo Active Investments

2018 Vintage



*Business
Services*

December 2018 | HQ: Detroit, MI

Budco is a payment program management company, specializing in comprehensive solutions for the Automotive and Insurance industries.

TARGETED ADD-ONS

- Criteria: Payment program companies in the auto and insurance industries.



*Business
Services*

December 2020 | HQ: Pittsburgh, PA

PSP Metrics is a leading provider of employment measurement tools specializing in employment testing and talent development.

TARGETED ADD-ONS

- Criteria: Employment testing and scientific measurement providers in the human capital management market



*Value-Added
Distribution*

April 2021 | HQ: Cleveland, OH

Innoplast is a manufacturer of bollard covers and other safety products in the parking and warehouse markets.

TARGETED ADD-ONS

- August 2021: American Sign Products
- Criteria: Parking/traffic safety, industrial safety, and value-added distribution products

CONTACT US

Visit our website: <https://scaleco.com/>

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