



ScaleCo Fund IV – First Close Complete

First Close Date: October 2022

ScaleCo Update: Jan 2023

First Close: Fund IV

Track Record

ScaleCo's 25+ year investment track record of 22 companies has generated top quartile returns.

About ScaleCo

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 talented individuals (ScaleCo's "Operating Partners") who find and operate companies to transform and scale.

Target Acquisitions

ScaleCo's Committed Fund Acquires Controlling Interest in Microcap Private Companies Within Driving Distance of Cleveland, Ohio:

- **Sectors:** Business & financial services, training & certification, value added distribution, manufacturing and tech-enabled software
- **Revenue:** \$4M+
- **Purchase Price:** ~5x EBITDA
- **EBITDA:** \$1M+
- **Target:** 6 - 9 Platforms

ScaleCo Fund IV Platforms

PSP Metrics

Provider of employee measurement tools serving a wide variety of industries primarily throughout the US. Primary offerings include pre- and post-employment assessment tests and services.

- **Investment Date:** Dec 2020
- **Location:** Pittsburgh, PA



Donnie Bedney
ScaleCo Partner



Chris Hagood
COO of PSP

Innoplast Holdings, Inc

Innoplast Holdings, Inc comprised of Innoplast, Inc., a manufacturer of bollard covers, Thermoprene, Inc., a manufacturer of extruded metal and plastic products, and American Sign Products, a value-added converter and distributor of specialty vinyls and reflective tapes.

- **Investment Date:** Apr 2021
- **Location:** Garfield Heights, OH



Gary Bowling
CEO of Innoplast



Andrew Newsome
VP of Ops of Innoplast

Total Procurement Intelligence

Total Procurement Intelligence ("TPI") is an outsourced procurement company providing cost-reduction strategies for customers energy spending (natural gas, electric) and LED lighting installations.

- **Investment Date:** Oct 2022
- **Location:** Cleveland, OH



Roger Zona
Founder and CEO



Karl Shaw
COO of TPI

Team



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