

Driving Transformational Growth

in partnership with our management teams

Overview & Investment Strategy

We are a New York-based private equity firm that invests in technology and technology-enabled services companies serving government and enterprise end-markets. We partner with founders, entrepreneurs, and executives of middle-market businesses seeking a value-add partner that can help them drive accelerated growth and achieve operational excellence.

We empower our executives to build better businesses by not only investing our capital, but also our time and expertise. We are patient investors and understand that long-term success is measured by outcomes, not by speed.

While we are change agents, we rely on the foundations of our portfolio companies and seek to uphold the attributes that have enabled prior success. We take a partnership approach in supporting our portfolio companies achieve their growth potential without disrupting their core culture and values.

TEAM & EXPERIENCE

17 team members

85+ years investing

40+ platform transactions

100+ add-on acquisitions

INVESTMENTS

\$1+ billion AUM

5 platform companies

9 add-on acquisitions

4,750+ portfolio employees

Investment Criteria

Sector specialization and a focus on situations that require a hands-on approach are critical to our strategy, enabling us to identify opportunities where we are the partner best suited to support transformational growth initiatives

SIZE

Transactions up to \$750 million in enterprise value

TRANSACTION TYPES

Control investments, primarily in founder-owned, carve-out, and public-to-private transactions

TARGET END-MARKETS

Software, technology-enabled services, and hardware companies serving government, enterprise, and industrial sectors, especially regulated markets (e.g., healthcare, financial services, utilities)

CAPITAL STRUCTURE

Conservative capital structures that prioritize growth & innovation

GROWTH PROFILE

Compelling organic and inorganic growth potential

GEOGRAPHY

Headquarters and / or most employees based in North America

Value Creation Strategy

We believe that value creation is best achieved through revenue growth and margin enhancement driven by sound strategic initiatives and operational best practices, rather than financial engineering. For each investment, we take a long-term view toward value creation and work collaboratively with a company's management to develop a value creation plan – with both strategic and operational elements – that is tailored to the company's specific end-market, business model, and competitive position.

Our partnership approach begins with active, strategic involvement at the board level based on a tried-and-true operating framework:

BUILD

Investments to enhance corporate infrastructure, including talent, organizational design, and systems

IMPROVE

Business model and operational refinements to drive organic growth and achieve operational excellence

GROW

Drive revenue growth, expand TAM, and augment product portfolio via organic investments and M&A

Key Contacts

Contact information and details for full OSP team at oceansoundpartners.com/team/

Joe Benavides

Managing Partner & Co-Founder

Ted Coons

Partner & Co-Founder

Jeff Kelly

Partner & Co-Founder

Our Portfolio

Exceptional companies. Better management teams.

OceanSound's portfolio companies generate over \$1.5 billion of revenue and employ over 4,750 professionals. We have partnered with these companies and their leaders to drive transformational growth



OVERVIEW: Leading next-generation cloud, C5ISR, and advanced engineering and IT solutions company serving the DoD, Intelligence Community, Public Sector, Fortune 1000 and other public and private sector clients

smxtech.com

ADD-ON CRITERIA: Services business driving digital transformation in the public sector, with a core focus on cloud and IT modernization, advanced engineering, and C5ISR

HEADQUARTERS: Washington D.C.

FOUNDED: 1995

INVESTMENT DATE: March 2019

EMPLOYEES (approx.): 1,200

ADD-ONS COMPLETED: 3*



OVERVIEW: Leading provider of managed and professional IT services, with a core focus on cloud, security, application development, ITSM and collaboration solutions, serving the IT requirements of over 1,500 midsize and enterprise clients

netrixllc.com

ADD-ON CRITERIA: Managed and IT service providers serving midsize enterprise customers, with a particular focus on MDR / managed security, ITSM, and public cloud vendors

HEADQUARTERS: Chicago, IL

FOUNDED: 1998

INVESTMENT DATE: July 2020

EMPLOYEES (approx.): 800

ADD-ONS COMPLETED: 4* (9 prior to OSP)



OVERVIEW: Leading provider of laboratory testing, inspection, and quality management services for critical public & private infrastructure assets across government and commercial end markets, including transportation, healthcare, power, & water

rmacompanies.com

ADD-ON CRITERIA: Test & inspection services companies in the Western U.S. that serve transportation, water, and public buildings end-markets or offer pile integrity / NDT services

HEADQUARTERS: Rancho Cucamonga, CA

FOUNDED: 1962

INVESTMENT DATE: August 2021

EMPLOYEES (approx.): 600

ADD-ONS COMPLETED: 2* (3 prior to OSP)



OVERVIEW: Leading provider of digital transformation and management mobility services for commercial & government customers via an integrated suite of agile software development and next-generation engineering solutions

dminc.com

ADD-ON CRITERIA: Digital transformation & managed service providers focused on the federal and commercial end-markets

HEADQUARTERS: Bethesda, MD

FOUNDED: 2002

INVESTMENT DATE: October 2021

EMPLOYEES (approx.): 2,100

ADD-ONS COMPLETED: 0* (9 prior to OSP)



OVERVIEW: Leading software provider that integrates core banking systems with branch technology for the retail banking sector. CFM's software drives efficiency and creates modern retail experiences for >650 bank and credit union customers

whycfm.com

ADD-ON CRITERIA: software businesses serving mid-market banks, community banks, and credit unions, with a specific focus on customer engagement and mobile banking software

HEADQUARTERS: Tempe, AZ

FOUNDED: 2006

INVESTMENT DATE: December 2021

EMPLOYEES (approx.): 70

ADD-ONS COMPLETED: 0*