OCEAN SOUND PARTNERS

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(212) 433-3050 | info@oceansoundpartners.com

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

21 team members
85+ years investing
40+ platform transactions
100+ add-on acquisitions

INVESTMENTS

$780 million Fund I
$1.2+ billion AUM
7 platform companies
20 add-on acquisitions

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

Ariel Garcia
Partner

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Our Portfolio

Exceptional companies. Better management teams.

OceanSound's portfolio companies generate over $2.3 billion of revenue and employ over 9,000 professionals. We have partnered with these companies and their leaders to drive transformational growth

SMX

smxtech.com

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

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.): 1,300
ADD-ONS COMPLETED: 3

Netrix

netrixllc.com

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

ADD-ON CRITERIA: IT service providers serving midsize enterprises, with a focus on managed security, ITSM, and public cloud

HEADQUARTERS: Chicago, IL
FOUNDED: 1998
INVESTMENT DATE: July 2020
EMPLOYEES (approx.): 900
ADD-ONS COMPLETED: 5

RMA COMPANIES

rmacompanies.com

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

ADD-ON CRITERIA: Test & inspection services companies across the 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.): 950
ADD-ONS COMPLETED: 7

DMI

dminc.com

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

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.): 3,000
ADD-ONS COMPLETED: 3

CFM

whycfm.com

OVERVIEW: Leading API connectivity and workflow automation software provider driving digital and retail banking transformation for over 2,500 banks and federal credit union

ADD-ON CRITERIA: Software businesses serving mid-market banks, community banks, and credit unions, with a specific focus on workflow automation for retail banking and data analytics tools

HEADQUARTERS: Tempe, AZ
FOUNDED: 2006
INVESTMENT DATE: December 2021
EMPLOYEES (approx.): 300
ADD-ONS COMPLETED: 2

LYNX

lynx.com

OVERVIEW: Leading provider of open architecture software solutions for mission critical embedded systems in aerospace, defense, industrial, and critical infrastructure end-markets

ADD-ON CRITERIA: Software solutions and tools that enable the development, deployment, and sustainment of robust, secure, and reliable systems at the mission critical edge

HEADQUARTERS: San Jose, CA
FOUNDED: 1988
INVESTMENT DATE: June 2022
EMPLOYEES (approx.): 50
ADD-ONS COMPLETED: 0

GANNETT FLEMING

gannettfleming.com

OVERVIEW: Leading provider of infrastructure consulting services such as engineering, planning, architecture, construction and program management to government and commercial customers

ADD-ON CRITERIA: Services businesses driving infrastructure development within the public sector, with a focus on the water, transportation, power and utilities, or industrial end-markets

HEADQUARTERS: Camp Hill, PA
FOUNDED: 1915
INVESTMENT DATE: December 2022
EMPLOYEES (approx.): 2,850
ADD-ONS COMPLETED: 0

Note: All information presented is as of September 30, 2022