

# 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

**31** team members\*  
**85+** years investing  
**40+** platform transactions  
**100+** add-on acquisitions

### INVESTMENTS

**\$780** million Fund I  
**\$1.3** billion Fund II (target)  
**\$2.7** billion AUM\*  
**8** platform companies  
**33** add-on acquisitions

## 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

## 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

## Key Contacts

Contact information and details for full OSP team at [oceansoundpartners.com/team/](https://oceansoundpartners.com/team/)

### Joe Benavides

Managing Partner & Co-Founder

### Ted Coons

Partner & Co-Founder

### Jeff Kelly

Partner & Co-Founder

### Ariel Garcia

Partner

\* Includes Portfolio Ownership Professionals which are not OceanSound employees, but rather consultants engaged by the OceanSound portfolio companies. Their costs & expenses will be allocated to portfolio companies in accordance with the services provided. For administrative convenience, some or all of the Portfolio Ownership Professionals may be employed by an affiliate of OceanSound.

\*Estimated Regulatory Assets Under Management as of 12/31/23

## Our Portfolio

*Exceptional companies. Better management teams.*

OceanSound's portfolio companies generate over \$2.7 billion of revenue and employ approximately 9,500 professionals. We have partnered with these companies and their leaders to drive transformational growth



[smxtech.com](http://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.): 1,600

**ADD-ONS COMPLETED:** 5



[netrixllc.com](http://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.): 800

**ADD-ONS COMPLETED:** 5



[rmacompanies.com](http://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.): 900

**ADD-ONS COMPLETED:** 13



[dminc.com](http://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.): 2,700

**ADD-ONS COMPLETED:** 3



[kinective.io](http://kinective.io)

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

**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:** Gilbert, AZ

**FOUNDED:** 2006

**INVESTMENT DATE:** December 2021

**EMPLOYEES** (approx.): 300

**ADD-ONS COMPLETED:** 2



[lynx.com](http://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.): 170

**ADD-ONS COMPLETED:** 2



[gannettfleming.com](http://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.): 3,000

**ADD-ONS COMPLETED:** 3



[messagebroadcast.com](http://messagebroadcast.com)

**OVERVIEW:** Utility-focused provider of software that enables customer engagement via call center deflection for enterprise customers, helping them more effectively reach their end-customers across several mission-critical use cases

**ADD-ON CRITERIA:** Software solutions created to provide a differentiated and comprehensive platform for customer engagement and additional applications

**HEADQUARTERS:** Newport Beach, CA

**FOUNDED:** 1998

**INVESTMENT DATE:** January 2024

**EMPLOYEES** (approx.): 70

**ADD-ONS COMPLETED:** 0