

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 highly regulated 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

34 team members*
100+ years investing
50+ platform transactions
150+ add-on acquisitions

INVESTMENTS

\$780 million Fund I
\$1.49 billion Fund II
\$3.7 billion AUM*
10 platform companies
38 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/

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 9/30/24.

Our Portfolio

Exceptional companies. Better management teams.



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.): 700

ADD-ONS COMPLETED: 5



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.): 1,900

ADD-ONS COMPLETED: 14



dminc.com

OVERVIEW: Leading provider of digital transformation and managed services for commercial & government customers via integrated suite of agile software development & 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.): 2,800

ADD-ONS COMPLETED: 3



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.): 275

ADD-ONS COMPLETED: 3



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

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.): 5,200

ADD-ONS COMPLETED: 4



messagebroadcast.com

OVERVIEW: Utility-focused customer engagement software provider, helping large enterprises 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.): 110

ADD-ONS COMPLETED: 2



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: April 2024

EMPLOYEES (approx.): 1,500

ADD-ONS COMPLETED: 5

Our Portfolio

Exceptional companies. Better management teams.



parexcellence.com

OVERVIEW: Leading provider of automated supply chain management solutions, comprised of cloud-based software, proprietary hardware products, and value-added services, to enable the healthcare industry to optimize medical supply inventory.

ADD-ON CRITERIA: Software solutions to enable a total cost management solution to optimize medical supply inventory and costs

HEADQUARTERS: Cincinnati, OH

FOUNDED: 1992

INVESTMENT DATE: September 2024

EMPLOYEES (approx.): 160

ADD-ONS COMPLETED: 0



ara-inc.com

OVERVIEW: Leading provider of integrated radio frequency and advanced communications products to the aerospace and defense end-markets.

CRITERIA: Hardware solutions to broaden the suite of situational awareness, threat detection, and advanced communication capabilities

HEADQUARTERS: Laurel, MD

FOUNDED: 1963

INVESTMENT DATE: October 2024

EMPLOYEES (approx.): 225

ADD-ONS COMPLETED: 0