OCEANSOUND PARTNERS

450 Park Avenue, Floor 22
New York, NY 10022
(212) 433-3050 | info@oceansoundpartners.com

Driving Transformational Growth

in partnership with our management teams

Overview & Investment Strategy

We are a private equity firm that invests in technology and technology-enabled services companies serving aerospace and defense, government and highly regulated enterprise end-markets. We partner with founders, entrepreneurs, and executives of middle-market businesses seeking a value-add partner that seeks to drive accelerated growth and achieve operational improvement

We strive to 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 in achieving their growth potential without disrupting their core culture and values

TEAM & EXPERIENCE

7 Senior Leadership members
22 Investment Team members
67 total team members*
150+ years investing

INVESTMENTS

$780 million Fund I
$1.49 billion Fund II
$3.0 billion Fund III
$8.2 billion AUM+
16 platform companies (1)
70 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 believe we can support transformational growth initiatives at our portfolio companies

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

Seek to utilize capital structures designed to support growth and innovation

GROWTH PROFILE

Organic and inorganic growth potential that we find compelling

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 our established operating framework:

BUILD	IMPROVE	GROW
Investments to enhance corporate infrastructure, including talent, organizational design, and systems	Business model and operational refinements to drive organic growth and achieve operational excellence	Drive revenue growth, expand TAM, and augment product portfolio via organic investments and M&A

Key Contacts

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

Joe Benavides
CEO & Founder

Ted Coons
President & Co-Founder

Ariel Garcia
Partner, Portfolio Ownership

Addison Nordin
Partner

Ted Shanahan
Partner

David Stein
Partner

Ken Wolff
Partner, Chief Legal Officer

Note: All information shown is as of November 2026 unless otherwise noted. There can be no assurance or guarantee that OceanSound's investment criteria will be successful or its investment objectives will be achieved. This material contains forward-looking statements, which may not be realized.
1) SMX and Certerra were each sold from one OceanSound fund to another (SMX from Fund I to Fund II via a Continuation Vehicle, Certerra from Fund I to Fund III). Each fund's investment is counted as a separate platform and transaction, so these companies appear more than once in the totals.
* Includes Portfolio Ownership Professionals who are dedicated resources to OceanSound but are not considered OceanSound employees, as they are consultants employed by OceanSound Consulting Group, a fully controlled affiliate of OceanSound Partners. OceanSound Consulting Group employees are engaged by the OceanSound portfolio companies, and their costs and expenses will be allocated to the 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 November 2026. Past performance is not a guarantee of future results or performance.

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Our Portfolio

Netrix

netrixllc.com

OVERVIEW: Provider of managed and professional IT services, with a core focus on cloud, security, collaboration, ITSM and application development solutions

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

HEADQUARTERS: Schaumburg, IL
FOUNDED: 1989
INVESTMENT DATE: July 2020
EMPLOYEES (approx.): 900
ADD-ONS COMPLETED: 6

DMI

dminc.com

OVERVIEW: Digital transformation and managed mobility solutions for federal, state & local government end markets

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

HEADQUARTERS: Bethesda, MD
FOUNDED: 2002
INVESTMENT DATE: October 2021
EMPLOYEES (approx.): 1,300
ADD-ONS COMPLETED: 3

kinective

kinective.io

OVERVIEW: Middleware software that integrates core processors and branch technology for bank and federal credit union customers

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: 9

LYNX

lynx.com

OVERVIEW: Embedded software and development tools for safety- and security-critical applications, primarily within the aerospace & defense end market

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.): 275
ADD-ONS COMPLETED: 3

GFT

gftinc.com

OVERVIEW: Infrastructure consulting services and planning solutions for transportation, water and utilities end markets

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.): 5,500
ADD-ONS COMPLETED: 7

CONVEY

goconvey.com

OVERVIEW: Customer engagement software with a core focus on outage communications, primarily for the electric utilities end market

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

HEADQUARTERS: Denver, CO
FOUNDED: 1998
INVESTMENT DATE: January 2024
EMPLOYEES (approx.): 130
ADD-ONS COMPLETED: 5

SMX

smxtech.com

OVERVIEW: Cloud, data, cybersecurity, C5ISR, and systems engineering services to government and regulated commercial customers

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: Herndon, VA
FOUNDED: 1995
INVESTMENT DATE: March 2024
EMPLOYEES (approx.): 2,000
ADD-ONS COMPLETED (1): 6

PAR EXCELLENCE

parexcellence.com

OVERVIEW: Provider of automated supply chain management solutions for the healthcare industry to optimize medical supply inventory

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

HEADQUARTERS: Cincinnati, OH
FOUNDED: 1992
INVESTMENT DATE: September 2024
EMPLOYEES (approx.): 160
ADD-ONS COMPLETED: 3

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1) Includes add-ons completed during Fund I ownership.

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Our Portfolio

ara-inc.com

OVERVIEW: Provider of integrated radio frequency and advanced communications products to the aerospace and defense end markets

ADD-ON 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: 2

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afsvision.com

OVERVIEW: Provider of end-to-end loan lifecycle management solutions for large and mid-sized federally regulated financial institutions

ADD-ON CRITERIA: Software solutions to broaden capabilities across loan underwriting & fulfillment, servicing and accounting, portfolio management, and regulatory reporting

HEADQUARTERS: Exton, PA
FOUNDED: 1970
INVESTMENT DATE: October 2025
EMPLOYEES (approx.): 260
ADD-ONS COMPLETED: 1

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burns-group.com

OVERVIEW: Provider of specialized engineering, technical design, and consulting services to the aviation, rail, power, utility, higher education, mission-critical, and healthcare end-markets

ADD-ON CRITERIA: Services businesses operating in data centers, digital infrastructure, and other high-growth end-markets that expand service offerings

HEADQUARTERS: Philadelphia, PA
FOUNDED: 1960
INVESTMENT DATE: November 2025
EMPLOYEES (approx.): 360
ADD-ONS COMPLETED: 2

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imsar.com

OVERVIEW: Developer and manufacturer of low size, weight and power radar systems and mission software for unmanned and manned aircraft

ADD-ON CRITERIA: Hardware and software solutions to broaden the suite of radar, sensing, and data processing capabilities for unmanned aircraft systems serving the defense and government end-markets

HEADQUARTERS: Springville, UT
FOUNDED: 2004
INVESTMENT DATE: September 2026
EMPLOYEES (approx.): 250
ADD-ONS COMPLETED: 0

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iristechnology.com

OVERVIEW: Provider of radiation-hardened, space-qualified electronics for national security space payloads and rugged power management solutions for tactical military radio applications

ADD-ON CRITERIA: Space-qualified hardware and subsystems to broaden the suite of payload and sensing capabilities for national security space programs, including missile warning and tracking

HEADQUARTERS: Irvine, CA
FOUNDED: 1986
INVESTMENT DATE: October 2026
EMPLOYEES (approx.): 100
ADD-ONS COMPLETED: 0

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certerra.com

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

ADD-ON CRITERIA: Test and 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: November 2026
EMPLOYEES (approx.): 1,800
ADD-ONS COMPLETED (1): 23

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Disclaimer: This material is provided for informational purposes only and does not constitute investment, legal, tax or accounting advice, a recommendation, or an offer to sell or a solicitation of an offer to purchase any security or investment advisory service. Certain statements reflect OceanSound Partners' views, investment approach and expectations and involve assumptions and judgments that may not prove correct. There can be no assurance that investment objectives, growth initiatives, operational improvements or other anticipated benefits will be achieved. Investments involve risk, including the potential loss of capital. Portfolio company and other information is presented as of November 2026 and is subject to change.