



## A Leading M&A Advisory Firm Serving Business Owners in the Pacific Northwest

### LOCAL FOCUS

- » We serve **Pacific Northwest-based** family owned and privately held businesses
- » We offer a **well-established understanding of the region** with a proven network of local professionals to serve clients
- » We build **deep client relationships** with a long-term approach

### TEAM APPROACH

- » Every client benefits from the **resources of our entire team** which include backgrounds in **Wall Street and corporate M&A roles** with diverse degrees in accounting, finance, engineering, and juris doctorate
- » Our team approach allows us to **meet tight deadlines and maintain momentum** throughout a transaction process

### INDUSTRY EXPERTISE

- » We have experience guiding owners from various industries including **business services, consumer products & services, distribution, healthcare products & services, manufacturing, and technology**
- » We have **deep investor relationships** with industry-specific private equity groups and strategic market players

### PROVEN RESULTS

- » We have over **60 years of experience with over 100 transactions** as a trusted advisor serving business owners
- » We **hold each client's hand through every step of the process**, from beginning all the way through a successful closing
- » We are **committed to representing our client's best interests** before, during, and after the transaction

### CORE INDUSTRIES WE SERVE



**BUSINESS SERVICES**



**CONSUMER PRODUCTS & SERVICES**



**DISTRIBUTION**



**HEALTHCARE PRODUCTS & SERVICES**



**MANUFACTURING**



**TECHNOLOGY**



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## SELECT TRANSACTIONS

**seattlecoffeegear®**

Leading national online retailer of espresso equipment, accessories and speciality coffee

**RECAPITALIZED BY**

 **Digital Fuel Capital**



Premier West Coast wireless telecom infrastructure company

**ACQUIRED BY**

 **AscendTek**

**NWCC** *NorthWest Construction Control, Inc.*  
National Support Services for Construction Lenders

Innovative fintech provider of loan management software and services for every phase of construction lending

**ACQUIRED BY**

 **North | Range | LLC**

 **AtlasSupply**

Pacific Northwest leader in sealants, coatings and waterproofing products

**ACQUIRED BY**

 **Beacon Roofing Supply**

**ARJAE**

Over 30 years of excellence

Pacific Northwest leader in commercial & industrial HVAC installation, services and sheet metal fabrication

**ACQUIRED BY**

 **CoolSys**

**syntonix**  
FORM-FIT-FUNCTION SOLUTIONS

Leading provider of advanced electronic technology and systems for aerospace and defense applications

**ACQUIRED BY**

 **mercury systems™**

**Doolittle**  
CONSTRUCTION

Premier road maintenance and repair contractor serving Pacific Northwest public and private sectors

**ACQUIRED BY**

 **NA PARTNERS**

 **SEA WESTERN**  
FIRE FIGHTING EQUIPMENT

Pacific Northwest leading distributor of personal protective equipment for fire fighters

**ACQUIRED BY**

 **TRACTION**  
CAPITAL PARTNERS

 **FIRST PACIFIC CORPORATION**

Premier provider of revenue cycle management software and services to the healthcare industry

**ACQUIRED BY**

 **HARRIS HEALTHCARE**  
a subsidiary of Constellation Software



Leading national supplier of specialty electrical products to RV parks campgrounds and marinas

**ACQUIRED BY**

 **REXEL**

**PUGET SOUND SECURITY**  
*Beyond Ordinary*

Leading regional full-service contract security firm

**ACQUIRED BY**

 **PalAmerican SECURITY**

**PNW E-Commerce Partner**

Leading e-commerce partner to premium consumer brands

**ACQUIRED BY**

**PE-Backed Buyer**

 **CHINOOK**  
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