

## Institutional Investors

Anacapa Partners  
 Futaleufu Partners  
 Pacific Lake Partners  
 WSB & Company  
 TD Investments

## Individual Investors

Brad Brown  
 Craig Burr  
 Matt Burr  
 Bill Egan  
 Mark Egan  
 Ted McCarthy  
 Joe Niehuas  
 Patrick Robbins  
 Will Thorndike  
 Kent Weaver




NextGen Succession Partners is a Search Fund formed by Steve Reis and Danny Fields with the intent to buy one company and grow it over a long period of time. Steve and Danny share a combined 13 years of experience in the US Army, and another 7 combined years of operating experience in small and large businesses. Backed by experienced investors, our priority is to carry on the legacy of the business we purchase.



## Our Value to a Seller

### Criteria

Revenue: \$5-30MM  
 EBITDA: \$1.5-4MM  
 Growth: 10%  
 Recurring Revenue  
 High Customer Retention  
 Dedicated Employees  
 Strong Middle Management  
 Owner Seeking Exit

	 NextGen SUCCESSION PARTNERS	Private Equity Funds (Financial Buyers)	Competitors (Strategic Buyers)
<b>Your Legacy</b>	One deal, one focus, 100% of our full-time attention <b>-Your Legacy is Preserved-</b>	One of many portfolio companies <b>-Your Legacy is Uncertain-</b>	One piece of a larger whole <b>-Your Legacy is Likely Eliminated-</b>
<b>The Buyer's Post-Close Day Job</b>	Growing and improving the business with the employees	Finding other deals, exiting from other deals	Driving financial performance of corporate parent company
<b>Source of Funding</b>	Group of entrepreneurs & private investors experienced in growing businesses	Institutions, pension funds, and endowments with strict mandates	Public and/or private investors, and company cash flows
<b>Buyer's Goals</b>	Revenue growth and operations improvements	Financial engineering, cost-cutting	Synergies with parent company, cost-cutting
<b>Time Horizon</b>	Long-term with no predetermined time horizon	Typically 3-5 years, depending on fund timing	Uncertain: subject to ongoing fit with parent company's strategy

[www.NextGenSuccession.com](http://www.NextGenSuccession.com)

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