

Right Start Capital Partners



**RIGHTSTART
CAPITAL PARTNERS**

Right Start Capital Partners is actively seeking to acquire a controlling interest in a privately-held, profitable and growing company in the Mid-Atlantic region. Our team is comprised of experienced business professionals focused on operations. Our objective is to accelerate growth in the business while ensuring business continuity, thereby preserving the legacy established by the previous owners.

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Right Start Capital Partners does not seek investor return through cost cutting or workforce reduction. Our strategy is to invest in the acquired business, utilizing the talent already in place and supplementing that talent as needed.

Strategic and Operational Mindset:

Our team understands the daily challenges of running a successful business. **We have been there before.** As we chart the strategic path for the business, we will be equally focused on maintaining **extremely high customer service standards.**

Long-Term Focus:

Businesses are not built overnight, and growth does not adhere to artificial timelines. **Growth requires investment, not shortcuts.** By prioritizing the needs of customers and employees, Right Start Capital Partners expects to generate **long-term returns for our investors.**

Investment Criteria:

Right Start Capital Partners takes a disciplined approach to identify businesses for acquisition. The ideal candidate company should satisfy most of the criteria listed below:

Company Characteristics

- Privately held
- Based in the Mid-Atlantic region
- \$500,000 - \$2,000,000 in EBITDA
- Cash flow positive
- Strong reputation
- 3+ years of steady growth and profitability
- Scalable with untapped growth opportunities
- Sustainable competitive advantage
- Strong employee relations
- A majority ownership stake available for purchase

Situational Criteria

- Existing owner seeking exit or willing to accept a more focused role
- Entrepreneur seeking to divest non-core operation(s)
- Strong mid-level management
- Owner looking for committed entrepreneurs to continue to advance the mission of the company

Industry Characteristics

- Projected long-term growth
- Target market larger than \$1 billion in revenue
- Fragmented; Multiple small to medium competitors
- Diverse customer base with high retention

Where We Do Not Invest:

- New ventures
- Asset and capital-intensive businesses such as heavy manufacturing and real estate
- Research-intensive businesses such as pharmaceuticals
- Restaurants, franchises, janitorial, lawn care and other similar services
- Pure government contractors or companies with project-based revenue
- Minority investments

Our Team

Right Start Capital Partners is led by successful entrepreneurs backed by accredited investors. The team has a proven record of success leading companies in variety of industries. We will work together to sustainably grow the acquired business, applying our diverse skills to create value for all stakeholders.

Fabián Rosado – Managing Partner:

- 14+ years of experience in the areas of operations, strategy and finance
- Advisor to Fortune 1000 firms, federal government agencies and startup companies
- Active member of New Dominion Angels, a Northern Virginia angel investment group
- Serves in the board of directors of Vehicles for Change, a nonprofit based in Baltimore, MD
- M.B.A. from the Harvard Business School
- B.A. in Economics and Political Science from Yale University

Chris Boehmler – Managing Director:

- 12 + years of experience in the areas of operations, strategy and finance
- Experience working in various environments spanning professional services, startups, and established corporations
- Expertise in change management and business process reengineering
- Proven track record of transformational leadership
- B.A. in Economics and Germanic Studies from the University of Chicago



For Sellers:

Right Start Capital Partners provides entrepreneurs and business owners a unique opportunity to create liquidity and/or exit a venture. As business owners ourselves, we recognize the emotional investments entrepreneurs make in their businesses. Legacy is important and Right Start Capital Partners is committed to facilitating a smooth transition without the ‘bumps in the road’ typically encountered with transfers of ownership. We are interested in long-term success of whatever business we choose to acquire.

For Intermediaries:

Right Start Capital Partners welcomes acquisition opportunities from intermediaries. We recognize the important role that intermediaries play in the market for privately-held businesses. Right Start Capital Partners will entertain offers to work with a variety of advisors, including business brokers, attorneys, investment bankers and consultants.