



**OVERVIEW**

**PEAK VIEW PARTNERS** (“PVP”) is a privately-held investment firm that seeks to acquire and actively operate lower middle market businesses. We make controlling investments in profitable companies with annual revenues of \$5 to \$50 million.

**OUR APPROACH**

PVP offers entrepreneurs and business owners a compelling alternative to traditional exit options. Our team has extensive experience acquiring and actively managing profitable, middle market businesses. We differentiate ourselves from typical business buyers by:

- ✓ Assuming active, day-to-day management roles in the companies we acquire;
- ✓ Providing financial liquidity quickly on fair and flexible terms;
- ✓ Investing patient, long-term growth capital; and
- ✓ Working closely with owners to craft a customized deal that maintains continuity for customers, employees, and community.

**INVESTMENT FOCUS**

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| <p><b>SITUATION</b></p> <ul style="list-style-type: none"> <li>▪ Owner seeking to reduce or exit daily operating role without a successor in place;</li> <li>▪ Owner of high growth business seeking to diversify personal net worth and add day-to-day management capabilities and experienced board of directors.</li> </ul> | <p><b>FINANCIAL ATTRIBUTES</b></p> <ul style="list-style-type: none"> <li>▪ \$5 – \$50 million of annual revenue;</li> <li>▪ \$1 – \$7 million of annual cash flow;</li> <li>▪ 3+ year history of continuous profitability;</li> <li>▪ 15%+ operating margins.</li> </ul>   |
| <p><b>BUSINESS ATTRIBUTES</b></p> <ul style="list-style-type: none"> <li>▪ Recurring revenue model;</li> <li>▪ Diverse customer base with high retention rates;</li> <li>▪ Clear customer value proposition and defensible market position;</li> <li>▪ Significant growth potential.</li> </ul>                                | <p><b>INDUSTRY ATTRIBUTES</b></p> <ul style="list-style-type: none"> <li>▪ Large, fragmented and growing;</li> <li>▪ Limited technology risk;</li> <li>▪ Industries of particular interest:               <ul style="list-style-type: none"> <li>• HR Services</li> <li>• Web-Enabled Services</li> <li>• Education Services</li> <li>• Insurance Services</li> </ul> </li> </ul> |

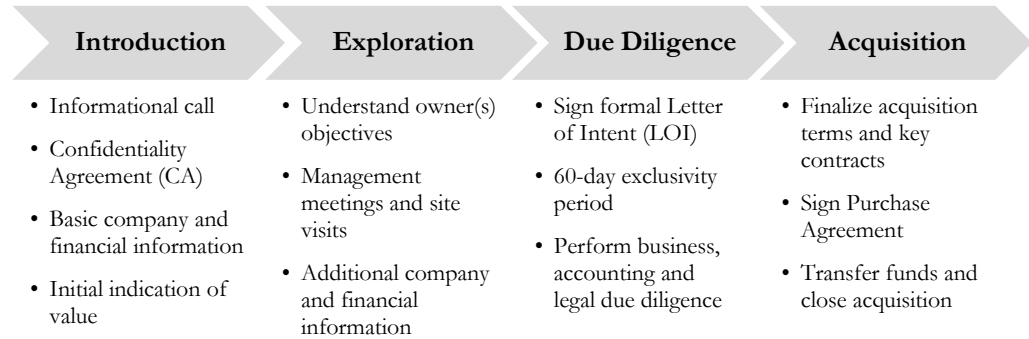
**CONTACT US**

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## OUR PROCESS

PVP works closely with business owners to structure an acquisition that achieves their objectives. Our goal is to provide a smooth ownership transition by working on a strictly confidential basis to create a plan addressing the distinct requirements of the company and situation.



## OUR TEAM

PVP represents the combined experience and capital of more than 16 highly respected entrepreneurs, business executives and investors. Unlike other investment firms, PVP brings exceptional leadership and management experience to the companies we acquire.

### SELECT LIMITED PARTNERS

#### David Dodson

Former Chairman and CEO of ADAP, Inc. and Smith Alarm, Inc.

#### Michael Miles

Chairman and Co-Founder of SeatonCorp, a Chicago-area HR services company.

#### Jim Sharpe

Entrepreneur in Residence at Harvard Business School. Former CEO and sole owner of Extrusion Technology, Inc.

#### Kent Weaver

Chairman and CEO of Progressive Home Care, a Northern California home health care company.

#### Prairie Capital

Private equity manager that focuses on the lower end of the middle market. Prairie Capital has completed 72 equity and mezzanine investments in small and mid-sized businesses since inception in 1997.

### MANAGING PARTNER

#### Andrew Tam

Founder and Managing Partner of Peak View Partners with extensive experience working closely with owners of middle market companies in acquisition and sale processes. Prior to founding Peak View Partners, Mr. Tam worked for the private equity group of Ares Management where he focused on acquisitions of established businesses in the middle market. In addition, Mr. Tam spent time as the Interim CFO of a light manufacturing company with four plants across the domestic U.S. Through his experience, Mr. Tam gained a deep understanding of the many strategic, operational, and financial challenges faced by middle market businesses and their owners. Prior to Ares, Mr. Tam worked for UBS Investment Bank. Mr. Tam earned an MBA from Stanford Graduate School of Business and a BS in Economics from the Wharton School, University of Pennsylvania.