

# THOMPSON STREET

CAPITAL PARTNERS

**A committed, experienced, reliable team  
focused on founder-led businesses,  
creating value by supporting growth.**

Thompson Street Capital Partners is a St. Louis-based private equity firm focused on investing in middle-market businesses.

## CONTACTS

**JACK SENNEFF**  
MANAGING DIRECTOR  
JSENNEFF@TSCP.COM  
P: (314) 446-3313  
M: (314) 363-7385

**KELLY WITTENBRINK**  
VICE PRESIDENT  
KWITTENBRINK@TSCP.COM  
P: (314) 446-3319  
M: (314) 477-5412

**RAY WAGNER**  
VICE PRESIDENT  
RWAGNER@TSCP.COM  
P: (314) 446-3315  
M: (618) 444-4032

**EVAN SEALE**  
ASSOCIATE  
ESEALE@TSCP.COM  
P: (314) 446-3316  
M: (832) 858-2569

**THOMPSON STREET  
CAPITAL PARTNERS**  
120 SOUTH CENTRAL AVE.  
SUITE 600  
ST. LOUIS, MO 63105

## INVESTMENT PROFILE

### Sectors:

- Healthcare & Life Science Services
- Software & Technology Services
- Business Services & Engineered Products

### Criteria:

- EBITDA typically between \$1mm–\$20mm
- High Gross and EBITDA margins
- Strong return on net assets
- Predictable revenue
- Solid and sustainable growth
- Leading position in niche industry
- Limited customer concentration
- Proven management team

### Transaction Types:

- Recapitalizations
- Management buyouts
- Family businesses in transition
- Corporate divestitures
- Take-privates

**“If you’re looking for a partner who is going to jump into the foxhole with you and fight the battle of growing the business, I don’t see how you could do better than Thompson Street ... they backed up everything that they said they would do.”**

– TIM BEST  
Bradley-Morris, Inc.

**“We wanted a partner that had the same morals and integrity as our company. And we found that in Thompson Street.”**

– JON DOBBS  
Allied 100

**“They’re very competent, very technically savvy, but at the same time they’re really accessible – easy to work with. We would definitely recommend Thompson Street to other companies that are looking to grow.”**

– SCOTT REPERT  
Superior Linens

## CURRENT INVESTMENTS

### ALPACA AUDIOLOGY

alpacaaudiology.com  
Springfield, Missouri



Provider of audiology clinics and a buying group/negotiating network for audiologist practices.

### ANALYTICAL LAB GROUP

mra-bact.com  
accuratuslabs.com  
Massachusetts/Minnesota/San Francisco



FDA- and EPA-focused microbiology testing services to the healthcare, drug and consumer product industries.

### BIORECLAMATIONIVT\*

bioreclamationivt.com  
Westbury, New York



Provider of biological products to the early stage drug discovery and development industry.

### FIRMA CLINICAL RESEARCH

firmaclinicalresearch.com  
Maryland/Illinois



Full service contract research organization for pharmaceutical, biotechnology and medical device companies.

### HEALTHCARE LINEN SERVICES GROUP

loganslinens.com  
superiorhealthlinens.com  
Kentucky/Wisconsin



Institutional healthcare linens services.

### INFINITY BEHAVIORAL HEALTH SERVICES

infinitybehavioral.com  
Fort Lauderdale, Florida



Revenue cycle management services for the behavioral health industry.

### ISTO BIOLOGICS

istotech.com  
St. Louis, Missouri



Advanced orthobiologics solutions for the spine.

### REVENUE MANAGEMENT SOLUTIONS

revmansolutions.com  
Oklahoma City, Oklahoma



Provider of digital processes that facilitate matching, posting and reconciliation of health care payments to underlying claims.

### TROPICHEM RESEARCH LABS, LLC.

tropichem.com  
Jupiter, Florida



Producer for global animal health brands and other specialty chemical formulations.

### VETERINARY TECHNOLOGY GROUP

St. Louis, Missouri



Provider of veterinary technology, medical devices and related consumable products.

### BCC SOFTWARE, LLC

bccsoftware.com  
Rochester, New York



Provider of software and data solutions designed to enhance direct mail processing and multi-channel marketing

### COMPLUS DATA INNOVATIONS, INC.

complusdata.com  
Tarrytown, New York



Enterprise Enforcement Solutions (EPES) and payment processing to municipalities.

### CONTROLSCAN, INC.

controlscan.com  
Alpharetta, Georgia



Industry-leading managed compliance services, and managed security and network services products.

### GLOBAL SOFTWARE, INC.

globalsoftwareinc.com  
Raleigh, North Carolina



Microsoft Excel-based automation and reporting software to enhance enterprise resource planning and business intelligence platforms.

### SOFTWARE TECHNOLOGY, INC.

tabs3.com  
Lincoln, Nebraska



Provider of financial and practice management software to small and mid-sized law firms in the United States.

### TIERPOINT\*

tierpoint.com  
St. Louis, Missouri



Data center colocation, Internet connectivity, managed services, cloud services and disaster recovery.

### BRADLEY-MORRIS

bradley-morris.com  
Kennesaw, Georgia



Outsourced recruiting solutions for companies seeking military-experienced talent.

### CONNECTICUT ELECTRIC

connecticut-electric.com  
Anderson, Indiana



Designer, manufacturer and distributor of electrical components.

### DOMAILLE ENGINEERING, LLC.

domailleengineering.com  
Rochester, Minnesota



Engineering solutions, precision manufacturing services and leading OEM of optical fiber polishing equipment.

### STAYLOCK STORAGE

staylockstorage.com  
St. Louis, Missouri



Provider of storage and parking services.

### TACOMA ELECTRIC SUPPLY

tacomaelectric.com  
Tacoma, Washington



Distributor of electrical components for commercial, residential and infrastructure-related construction.

### TRISTAR GLOBAL ENERGY SOLUTIONS, INC.

tristarglobal.com  
Houston, Texas



Hydrocarbon cleaning, decontamination, degassing and maintenance services for refineries/petrochemical plants.

\*Partial Exit – TSCP Retains Minority Position

## REPRESENTATIVE EXITS

### ALLIED 100

Woodruff, Wisconsin



Online retailer of automated external defibrillators (AEDs), AED supplies and AED medical direction services.

### DCL MEDICAL LABORATORIES

Indianapolis, Indiana



A woman's health-focused laboratory providing diagnostic and clinical trial testing.

### OPTION 1 HEALTHCARE SOLUTIONS

Phoenix, Arizona



In-home enteral and oral nutrition therapy products/services.

### RECEIVABLES MANAGEMENT PARTNERS

Greensburg, Indiana



Accounts receivable and revenue cycle management services to the healthcare industry.

### BARCODESINC

Chicago, Illinois



Online-focused provider of data tracking products/services.

### BROADCAST ELECTRONICS

Quincy, Illinois



Mission-critical solutions for broadcast and Internet radio.

### FOCUSVISION

Stamford, Connecticut



Provider of integrated research management tools.

### IRON DATA

Atlanta, Georgia



Technology solutions to operational process issues for transportation, logistics and public sector.

### VADDIO

Minnetonka, Minnesota



Proprietary video capture systems and software.

### IRACORE INTERNATIONAL

Hibbing, Minnesota



Designer/manufacturer of protective coatings applied to oil pipelines and industrial equipment.

### KELE

Memphis, Tennessee



Manufacturer/distributor of peripheral control and building automation interface products.

### THERMON

San Marcos, Texas



Manufacturer of heat tracing equipment for the energy, chemical processing and power generation markets.

### UNIVERSAL AIR FILTER

Sauget, Illinois



Engineered air filtration products for the electronics and power generation industries.

### WADDINGTON NORTH AMERICA

Covington, Kentucky



Manufacturer of plastic disposable tableware.