

Thompson Street Capital Partners (TSCP) is a St. Louis-based private equity firm that invests in growing niche leaders across a variety of industry sectors. Our team continually researches, develops and pursues investment theses in various industry niches. The following non-exhaustive list highlights some of our current niches of particular interest for new platform investments.

Target Niches

Antibodies and Biological Reagents

Producers and value-added services companies that supply high-quality, well-validated antibodies and associated reagents to the research segment of the life science industry.

A greater understanding of diseases, illnesses and human biology at a molecular level is driving the need globally for high volumes of specific, consistent and validated antibodies for research applications.

Healthcare Payor Services*

Technology solutions and services for health plans, providers and other healthcare payors.

Healthcare payors are responding to the increasing cost of medical care by more closely managing episodes of care and chronic conditions. In addition, the expansion of government coverage and increased access to commercial healthcare insurance is further highlighting the need to manage costs, improve outcomes and optimize healthcare delivery.

Specialty Medical Consumables

Producers and value-added service companies that supply specialty medical consumable products, specifically wound care and ostomy, drug delivery and non-woven products.

An aging population and an increased focus on infection risk and patient outcomes are leading to an increase in use of consumable medical products, particularly those that shorten recovery times, improve quality of care and reduce incidence of recurrence and readmission.

B2B Payments*

Technology solutions that enable businesses to transition away from check-based to electronic payments.

Electronic payment solutions prove superior to check-based methodologies, which can be expensive to process, slow, error prone, and largely handled by human beings.

Vertical Market Enterprise Software

Enterprise resource planning (ERP) platforms, business and financial application software and independent software vendors (ISVs) targeting industry verticals.

Enterprise customers increasingly demand differentiated software solutions that solve the particular needs of niche markets. The software providers dedicated to meeting these demands deliver superior customer value and create defensible platforms.

Fire & Life Safety

Providers of fire and life safety certification and related services for commercial customers.

Increasing regulations, advancements in technology, and disruption from the Internet-of-Things, are requiring businesses and commercial properties to undergo more frequent testing, inspection, and certification of fire and life safety systems and products – creating new opportunities within the industry.

Food Ingredients*

Outsourced manufacturing solutions focused on food ingredients, food additives and flavoring products.

Food ingredients providers represent a small cost component of overall food preparation/processing, but high value-add regarding product differentiation and safety.

Franchisors

Franchisors that operate with a high percentage of franchised locations and provide meaningful operational services and systems to their franchisees, specifically within the pet care services, healthcare services, education, and B2B services sectors.

Franchisors provide economies of scale, brand awareness, and other critical services that enable franchisee owners to focus on the growth and profitability of their businesses within local markets.

*TSCP has partnered with executives capable of playing strategic or operational roles to pursue acquisitions in these identified niches.

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At Thompson Street Capital Partners, our success comes chiefly from partnering with businesses to accelerate growth – the following non-exhaustive list highlights some of our current portfolio companies that are proactively seeking add-on acquisitions.

Add-On Interests

Alpaca Audiology

Add-On Candidates Include:

- Clinics, service providers or buyer groups focused on audiology solutions

Analytical Lab Group

Add-On Candidates Include:

- CROs providing pre-clinical research in a laboratory environment, drug trial logistics and analysis support, or commercialized drug manufacturing and compounding support
- Labs providing microbiology laboratory research and testing services to FDA/USP-regulated industries

Firma Clinical Research

Add-On Candidates Include:

- Contract Research Organizations focused on managing and analyzing clinical data

Tropichem Research Labs, LLC.

Add-On Candidates Include:

- Contract manufacturer for specialty chemicals, dermatological products, animal health products and cosmetics

BCC Software, LLC.

Add-On Candidates Include:

- Providers of software solutions for digital and direct mail services

Complus Data Innovations, Inc.

Add-On Candidates Include:

- Payment processing and software enabled businesses focused on municipalities

ControlScan, Inc.

Add-On Candidates Include:

- Developer of technology systems related to secure transaction processing
- Developer or provider of data security software facilitating and/or monitoring POS transactions

Global Software, Inc.

Add-On Candidates Include:

- Software solutions for business intelligence and enterprise resource planning

Software Technology, Inc.

Add-On Candidates Include:

- Financial and practice management software focused on small and mid-sized law firms

Domaille Engineering

Add-On Candidates Include:

- Fiber optic cable polishing equipment, connectors, assemblies and related accessories
- Precision manufacturing for defense, national security, telecommunication, aerospace, energy and medical sectors

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