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

**Sectors:**
- Healthcare & Life Science Services
- Software & Technology Services
- Business Services & Engineered Products

**Platform Criteria:**
- EBITDA typically between $5mm–$25mm (no minimum EBITDA for add-ons)
- 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

**CONTACTS**

<table>
<thead>
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<th>Email</th>
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</tr>
</thead>
<tbody>
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</tr>
</tbody>
</table>
CURRENT INVESTMENTS

HEALTHCARE & LIFE SCIENCE SERVICES

ALPACA AUDIOLGY/HEARING HEALTH USA
alpacaudiology.com
hearinghealthusa.com
Mountain Lakes, New Jersey
Leading provider of hearing aids and audiology services.

BIOIVT*
bioivt.com
Westbury, New York
Provider of biological products to the early stage drug discovery and development industry.

HEALTHCARE LINEN SERVICES GROUP
healthcarelinensg.com
St. Charles, Illinois
Provider of linen management services to the healthcare industry.

INFINITY BEHAVIORAL HEALTH SERVICES
infinitybehavioral.com
Fort Lauderdale, Florida
Revenue cycle management services for the behavioral health industry.

ISTO BIOLOGICS
istotech.com
Hopkinton, Massachusetts
Advanced orthobiologics solutions for the spine.

LIFESPAN BIOSCIENCES, INC.
lsbio.com
Seattle, Washington
Developer and distributor of antibodies and reagents to research organizations.

REVENUE MANAGEMENT SOLUTIONS
revmansolutions.com
Oklahoma City, Oklahoma
Provider of digital processes that facilitate matching, posting and reconciliation of healthcare payments to underlying claims.

TRANSNETYX, INC.
transnetyx.com
Memphis, Tennessee
Leading independent genetic diagnostic laboratory specializing in automated genotyping.

VETIO ANIMAL HEALTH
vetio.com
St. Louis, Missouri
Contract Development and Manufacturing Organization (CDMO) dedicated to animal health.

SOFTWARE & TECHNOLOGY SERVICES

BCC SOFTWARE, LLC.
bccsoftware.com
Rochester, New York
Leading provider of software, data and compliance solutions to the direct mail industry.

BCM ONE
bcmone.com
New York, New York
Provider of managed technology solutions supporting critical network infrastructure.

CONTROLSCAN, INC.
controlscan.com
Alpharetta, Georgia
Industry-leading managed compliance services, and managed security and network services products.

DATA DIMENSIONS, LLC
datadimensions.com
Janesville, Wisconsin
Provider of outsourced document handling and workflow solutions.

GREEN MOUNTAIN TECHNOLOGY, LLC
greenmountaintechnology.com
Memphis, Tennessee
Provider of parcel spend management solutions.

GUROBI OPTIMIZATION, LLC
gurobi.com
Portland, Oregon
Provider of optimization products that fully exploit the latest mathematical, engineering and computing technologies.

PALISADE
palisade.com
Ithaca, New York
Leading provider of risk and decision analysis software.

PKWARE
pkware.com
Milwaukee, Wisconsin
Provider of encryption and compression software.

TABS3 SOFTWARE
tabs3.com
Lincoln, Nebraska
Provider of financial and practice management software to small and mid-sized law firms.

T-BASE COMMUNICATIONS
tbase.com
Ottawa, Ontario
Provider of technology-enabled accessible document solutions.

TIERPOINT*
tierpoint.com
St. Louis, Missouri
Data center colocation, Internet connectivity, managed services, cloud services and disaster recovery.

BUSINESS SERVICES & ENGINEERED PRODUCTS

BRADLEY-MORRIS, INC.
bradley-morris.com
Kennesaw, Georgia
Outsourced human capital management solutions for companies seeking military-experienced talent.

CUSTOM WHEEL HOUSE LLC
customwheelhouse.com
Los Angeles, California
Designer, marketer and distributor of branded automotive aftermarket wheels, performance tires, and accessories.

DOMAILLE ENGINEERING, LLC
domailleengineering.com
Rochester, Minnesota
Engineering solutions, precision manufacturing services and leading OEM of optical fiber polishing equipment.

LEN THE PLUMBER
lentheplumber.com
Baltimore, Maryland
Provider of residential plumbing and maintenance services.

MARMIC FIRE & SAFETY CO.
marmicfire.com
Joplin, Missouri
Provider of fire and life safety inspection services, installation, hazard analysis and products.

SAVILEX CORPORATION
savilex.com
Eden Prairie, Minnesota
Provider of advanced fluoropolymer products (PFA) for the geochemistry, environmental, semiconductor, chemical, aerospace and pharmaceutical industries.

STAYLOCK STORAGE
staylockstorage.com
St. Louis, Missouri
Provider of storage and parking services.

ZYMEFLOW DECON TECHNOLOGY
zymeflow.com
Houston, Texas
Worldwide leader in decontamination of hydrocarbon process equipment for entry, inspection, & maintenance.

* Partial exit – TSCP retains minority position.
### REPRESENTATIVE EXITS

**HEALTHCARE & LIFE SCIENCE SERVICES**

**ALLIED 100**  
Woodruff, Wisconsin  
Online retailer of automated external defibrillators (AEDs), AED supplies and AED medical direction services.

**ANALYTICAL LAB GROUP**  
Massachusetts, Minnesota  
San Francisco  
FDA- and EPA-focused microbiology testing services to the healthcare, drug and consumer product industries.

**DCL MEDICAL LABORATORIES**  
Indianapolis, Indiana  
A woman’s health-focused laboratory providing diagnostic and clinical trial testing.

**FIRMA CLINICAL RESEARCH**  
Maryland/Illinois  
Full service contract research organization for pharmaceutical, biotechnology and medical device companies.

**GLOBAL SOFTWARE, INC.**  
Raleigh, North Carolina  
Microsoft Excel-based automation and reporting software to enhance enterprise resource planning platforms.

**OSTEOLOGY LAB**  
San Francisco  
FDA- and EPA-focused microbiology testing services to the healthcare, drug and consumer product industries.

**RECEIVABLES MANAGEMENT PARTNERS**  
Greensburg, Indiana  
Accounts receivable and revenue cycle management services to the healthcare industry.

**PULSE VETERINARY TECHNOLOGIES, LLC**  
Alpharetta, Georgia  
Provider of veterinary technology, medical devices and related consumable products.

**REPRESENTATIVE EXITS**

**SOFTWARE & TECHNOLOGY SERVICES**

**BARCODESINC**  
Chicago, Illinois  
Online-focused provider of data tracking products/services.

**BROADCAST ELECTRONICS**  
Quincy, Illinois  
Mission-critical solutions for broadcast and Internet radio.

**COMPLUS DATA INNOVATIONS, INC.**  
Tarrytown, New York  
Enterprise Enforcement Solutions (EPES) and payment processing to municipalities.

**FOCUSVISION**  
Stamford, Connecticut  
Provider of integrated qualitative, quantitative and research management tools to the market research and intelligence industries.

**GLOBAL SOFTWARE, INC.**  
Raleigh, North Carolina  
Microsoft Excel-based automation and reporting software to enhance enterprise resource planning platforms.

**IRON DATA**  
Atlanta, Georgia  
Technology solutions to operational process issues for transportation, logistics and public sector.

**THE PAYMENT GROUP**  
Dallas, Texas  
Provider of court, utility and other municipal payments solutions to more than 600 municipalities.

**VADDIO**  
Minnetonka, Minnesota  
Provider of advanced robotic cameras, camera control systems, high definition video whiteboards and complementary audiovisual accessory products.

**WADDINGTON NORTH AMERICA**  
Covington, Kentucky  
Manufacturer of high-quality, disposable tableware for restaurants, caterers, consumers and other commercial applications.

**BUSINESS SERVICES & ENGINEERED PRODUCTS**

**ASSEMBLY & TEST WORLDWIDE**  
Dayton, Ohio  
Manufacturer of assembly, test and production equipment used in factory automation.

**CONNECTICUT ELECTRIC**  
Anderson, Indiana  
Designer, manufacturer and distributor of electrical components.

**EXPRESS OIL CHANGE & SERVICE CENTER**  
Birmingham, Alabama  
Automotive service provider, with company-owned and franchised locations throughout the U.S.

**IRACORE INTERNATIONAL**  
Hibbing, Minnesota  
Design/manufacturer of protective coatings applied to oil pipelines and industrial equipment.

**KELE**  
Memphis, Tennessee  
Manufacturer/distributor of peripheral control and building automation interface products.

**TACOMA ELECTRIC SUPPLY**  
Tacoma, Washington  
Distributor of electrical components for commercial, residential and infrastructure-related construction.

**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.
Thompson Street Capital Partners invests in niche leaders across a variety of industry sectors to accelerate their growth – creating value for founders, management teams and our investors.

The following non-exhaustive list highlights some of our current niches of particular interest for new platform investments.

### SOFTWARE & TECHNOLOGY SERVICES

<table>
<thead>
<tr>
<th>AVIATION DATA &amp; TECHNOLOGY*</th>
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<tbody>
<tr>
<td>Providers of software, data and technology-enabled services into the aviation market.</td>
</tr>
<tr>
<td>An increasing number of aircraft and flights, coupled with a projected shortage of pilots, is driving the demand for data and technological advancement throughout the aviation industry to gain operational efficiencies and promote safety.</td>
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<table>
<thead>
<tr>
<th>B2B DATABASE SERVICES</th>
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<tbody>
<tr>
<td>B2B database services companies collect, process, and disseminate mission-critical information that enables clients to perform key functions effectively and in a timely manner.</td>
</tr>
<tr>
<td>The proliferation of data is creating new opportunities for enhanced data-driven decision making. Whether for market share, operational benchmarking, pricing, or other functions, timely, accurate data is necessary for companies to remain competitive and maximize operational efficiencies. In addition, the cost of acquiring and maintaining the right data is high, driving an increased need for dedicated providers of mission-critical data and information.</td>
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<tr>
<th>B2B PAYMENTS*</th>
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<tbody>
<tr>
<td>Technology solutions that enable electronic payments for B2B transactions.</td>
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<tr>
<td>Electronic payment solutions prove superior to legacy, check-based methodologies, which can be expensive to process, slow, error prone, and labor intensive. While electronic payments have already transformed the consumer payments market, the B2B payments market has yet to transition, generating a significant market opportunity for B2B payments technology solutions.</td>
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<tr>
<th>CLOUD ENABLEMENT</th>
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<tr>
<td>Providers of professional and managed services for the public cloud.</td>
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<tr>
<td>Enterprises are rapidly migrating away from legacy, on-premise IT infrastructure models to private, public- and multi-cloud platforms to minimize costs, maximize performance, and improve security. Businesses are increasingly turning to cloud experts to migrate, modify, and manage their applications in the public cloud.</td>
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### GEOGRAPHIC INFORMATION SYSTEMS

**Database-oriented businesses that store and present spatial and geographical data, often via software interfaces.**

The collection, layering, and transmission of such data in an efficient way are not trivial. GIS is crucial for a variety of end markets, including transportation/ aviation, insurance, government, construction, energy, and utilities.

### POST-ACUTE TECHNOLOGY SERVICES

**Software & tech-enabled services to post-acute care providers in alternative settings.**

As healthcare continues to shift from hospitals to alternative sites, tech-enabled outsourced solutions provide critical services to alternative site-of-care providers. Niche solutions enable economies of scale, efficiency, and regulation adherence, and are poised to benefit from macro shifts in the healthcare industry.

### SDKS & LIBRARIES

**Providers of software development kits (SDK), libraries, components, APIs & other development resources for application and system software.**

The resources required to build secure, scalable, maintainable and quality software across industries and applications will become more important as software and related technologies drive an increasing share of economic activity. Moreover, software design principles often argue for modularity and the separation of concerns. Trusted providers who focus on critical foundational technology such as SDKs and libraries will be uniquely positioned to benefit from these trends.

### BUSINESS SERVICES & ENGINEERED PRODUCTS

<table>
<thead>
<tr>
<th>FOOD INGREDIENTS*</th>
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<tbody>
<tr>
<td>Outsourced manufacturing solutions focused on food ingredients, food additives and flavoring products.</td>
</tr>
<tr>
<td>Food ingredients providers represent a small cost component of overall food preparation/processing, but high value-add regarding product differentiation and safety.</td>
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<tr>
<th>FRANCHISORS*</th>
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<tbody>
<tr>
<td>Franchisors that operate with a high percentage of franchised locations and provide meaningful operational services and systems to their franchisees.</td>
</tr>
<tr>
<td>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.</td>
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### HEALTHCARE & LIFE SCIENCE SERVICES

<table>
<thead>
<tr>
<th>HEALTHCARE PAYOR SERVICES*</th>
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<tbody>
<tr>
<td>Technology solutions and services enabling cost containment and plan administration for direct and indirect payors of healthcare costs.</td>
</tr>
<tr>
<td>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.</td>
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<tr>
<th>IVD REAGENTS &amp; TOOLS</th>
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<tbody>
<tr>
<td>Providers and manufacturers of high-quality reagents and tools for the production and development of in vitro diagnostic (IVD) products for both tissue and liquid biopsies and food safety diagnostics.</td>
</tr>
<tr>
<td>A greater understanding of diseases, illnesses and biology is driving the need globally for high volumes of specific, consistent and validated reagents for diagnostic applications.</td>
</tr>
</tbody>
</table>

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