# THOMPSON STREET
CAPITAL PARTNERS

# 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.**

## Partnership Approach

*... with Thompson Street Capital Partners, I know that when I'm in the trench with them ... our interests are aligned, I'm confident in their abilities and their wisdom and their vision.*

**SPENCER KUPFERMAN**. PKWARE

*Thompson Street says what they mean and they stand by it. From day one, what they said they would do, they did.*

**SCOTT THOMAS**. REVENUE MANAGEMENT SOLUTIONS

## Industry Verticals

### LIFE SCIENCES & HEALTHCARE

- Outsourced Services
- Healthcare IT
- Lab Supplies & Services
- Pharma Services
- Research & Diagnostic Tools

### SOFTWARE & TECHNOLOGY

- Data Analytics
- Decision Support
- Data Protection & Management
- Vertical Software
- Digital Transformation

### PRODUCTS & SERVICES

- Managed Services
- TIC & Maintenance (Facility Services)
- Information Services
- Engineered Products
- Consumer Enthusiast
- Non-discretionary Consumer Services

## Deal Origination Contacts

**Jack Senneff**
Managing Director
E: jsenneff@tscp.com
O: (314) 446-3313
M: (314) 363-7385

**Ray Wagner**
Managing Director
E: rwagner@tscp.com
O: (314) 446-3315
M: (618) 444-4032

**Kevin Kerr**
Vice President
E: kkerr@tscp.com
O: (314) 446-3339
M: (910) 580-8741

**Kelly Wittenbrink**
Vice President
E: kwittenbrink@tscp.com
O: (314) 446-3319
M: (314) 477-5412

**Margot Leggat**
Associate
E: mleggat@tscp.com
O: (314) 727-2112
M: (314) 753-8695

# Current Investments

## LIFE SCIENCES & HEALTHCARE

| Company | Location | Description |
|---|---|---|
| **Absolute Biotech** | Seattle, Washington | Provider of antibody reagents, kits and services adding value to existing antibodies. |
| **ISTO Biologics** | Hopkinton, Massachusetts | Advanced orthobiologics solutions for the spine. |
| **OpenClinica** | Waltham, Massachusetts | Provider of electronic data capture and electronic health record integration software to pharmaceutical sponsors, CROs, and academic research organizations. |
| **Revenue Management Solutions** | Oklahoma City, Oklahoma | Provider of digital processes that facilitate matching, posting and reconciliation of healthcare payments to underlying claims. |
| **Sabai Global** | Chesterfield, Missouri | Provider of regulatory review and biosafety consulting services to pharmaceutical sponsors, CROs, academic health systems, and clinical research site networks. |
| **Savillex** | Eden Prairie, Minnesota | Manufacturer of specialty material handling solutions for life sciences, semiconductor, geochemistry, and aerospace end markets. |
| **Transnetyx** | Memphis, Tennessee | Leading independent genetic diagnostic laboratory specializing in automated genotyping. |
| **Vector Laboratories** | Newark, California | Manufacturer of labeling and visual protein detection reagents. |

## SOFTWARE & TECHNOLOGY

| Company | Location | Description |
|---|---|---|
| **Allyant** | Ottawa, Ontario | Provider of technology-enabled accessibility solutions. |
| **BCM One** | New York, New York | Provider of managed technology solutions supporting critical network infrastructure. |
| **Data Dimensions** | Janesville, Wisconsin | Provider of outsourced document handling and workflow solutions. |
| **GovSpend** | Deerfield Beach, Florida | Provider of government spend data and intelligence to government vendors and agencies. |
| **Green Mountain** | Memphis, Tennessee | Provider of parcel spend management solutions. |
| **Gurobi Optimization** | Portland, Oregon | Provider of optimization products that fully exploit the latest mathematical, engineering and computing technologies. |
| **Lumivero*** | Denver, Colorado | Lumivero is a comprehensive data insights software platform. |
| **MediaRadar** | New York, New York | Provider of advertising intelligence and sales enablement solutions to media sellers, agencies, brands, and ad tech companies. |
| **PKWARE** | Milwaukee, Wisconsin | Provider of automated data security software. |
| **Silverchair** | Charlottesville, Virginia | Provider of content management and product enablement software to scientific, technical and medical publishers. |
| **TierPoint*** | St. Louis, Missouri | Data center colocation, Internet connectivity, managed services, cloud services and disaster recovery. |
| **WeVideo** | Mountain View, California | Provider of cloud-based video editing and learning enablement software. |

## PRODUCTS & SERVICES

| Company | Location | Description |
|---|---|---|
| **Benefit Recovery Group** | Memphis, Tennessee | Provider of subrogation and compensation recovery services to the self-insured employer market. |
| **Bradley-Morris, Inc.** | Kennesaw, Georgia | Outsourced human capital management solutions for companies seeking military-experienced talent. |
| **Freddy's Frozen Custard & Steakburgers** | Wichita, Kansas | National franchisor of fast casual restaurants featuring steakburgers, shoestring fries and freshly churned frozen custard. |
| **LTP Home Services Group*** | Baltimore, Maryland | Provider of residential plumbing and maintenance services. |
| **PestCo Holdings, LLC** | Dallas, Texas | Provider of commercial and residential pest prevention and control services. |
| **ZymeFlow Decon Technology** | Houston, Texas | Worldwide leader in decontamination of hydrocarbon process equipment for entry, inspection & maintenance. |

*Partial exit – TSCP retains minority position.

# Representative Exits

## LIFE SCIENCES & HEALTHCARE

**Allied 100 |** Online retailer of automated external defibrillators (AEDs), AED supplies and AED medical direction services.

**Healthcare Linen Services Group |** Provider of linen management services to the healthcare industry.

**Alpaca Audiology |** Leading provider of hearing aids and audiology services.

**Infinity Behavioral Health Services |** Revenue cycle management services for the behavioral health industry.

**Analytical Lab Group |** FDA- and EPA-focused microbiology testing services to the healthcare, drug and consumer product industries.

**Option 1 Healthcare Solutions |** In-home enteral and oral nutrition therapy products/services.

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

**Pulse Veterinary Technologies |** Provider of veterinary technology, medical devices and related consumable products.

**DCL Medical Laboratories |** A woman's health-focused laboratory providing diagnostic and clinical trial testing.

**Receivables Management Partners |** Accounts receivable and revenue cycle management services to the healthcare industry.

**Firma Clinical Research |** Full service contract research organization for pharmaceutical, biotechnology and medical device companies.

**Vetio Animal Health |** Contract Development and Manufacturing Organization (CDMO) dedicated to animal health.

## SOFTWARE & TECHNOLOGY

**BarcodesInc |** Online-focused provider of data tracking products/services.

**Global Software |** Microsoft Excel-based automation and reporting software to enhance enterprise resource planning platforms.

**BCC Software |** Leading provider of software, data and compliance solutions to the direct mail industry.

**Iron Data |** Technology solutions to operational process issues for transportation, logistics and public sector.

**Broadcast Electronics |** Mission-critical solutions for broadcast and Internet radio.

**Made4Net |** Provider of warehouse management system (WMS) and end-to-end supply chain execution software.

**Complus Data Innovations |** Enterprise Enforcement Solutions (EPES) and payment processing to municipalities.

**Tabs3 Software |** Provider of financial and practice management software to small and mid-sized law firms.

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

**The Payment Group |** Provider of court, utility and other municipal payments solutions to more than 600 municipalities.

**FocusVision |** Provider of integrated qualitative, quantitative and research management tools to the market research and intelligence industries.

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

## PRODUCTS & SERVICES

**Assembly & Test Worldwide |** Manufacturer of assembly, test and production equipment used in factory automation.

**Marmic Fire & Safety Co. |** Provider of fire and life safety inspection services, installation, hazard analysis and products.

**Connecticut Electric |** Designer, manufacturer and distributor of electrical components.

**StayLock Storage |** Provider of storage and parking services.

**Custom Wheel House |** Designer, marketer and distributor of branded automotive aftermarket wheels, performance tires, and accessories.

**Tacoma Electric Supply |** Distributor of electrical components for commercial, residential and infrastructure-related construction.

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

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

**Express Oil Change & Service Center |** Automotive service provider, with company-owned and franchised locations throughout the U.S.

**Universal Air Filter |** Engineered air filtration products for the electronics and power generation industries.

**Iracore International |** Designer/manufacturer of protective coatings applied to oil pipelines and industrial equipment.

**Waddington North America |** Manufacturer of high-quality, disposable tableware for restaurants, caterers, consumers and other commercial applications.

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

# Target Niches

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

| APIS & LIBRARIES | AVIATION DATA & TECHNOLOGY* | B2B INFORMATION SERVICES | B2B ONLINE MARKETPLACES | B2B PAYMENTS* |
|---|---|---|---|---|
| **Providers of APIs, libraries, web services, and other development resources for application and system software.**<br><br>The resources required to build secure, scalable, and maintainable software across industries and applications will become more important as digital technologies drive an increasing share of economic activity. Moreover, software development and architecture principles often argue for modularity and the separation of concerns. Trusted providers who focus on critical foundational technology such as APIs and libraries will be uniquely positioned to benefit from these trends. | **Providers of software, data and technology-enabled services into the aviation market.**<br><br>Providers of software, data and technology-enabled services into the aviation market. 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. | **B2B information services companies collect, process and disseminate mission-critical information that enables clients to perform key functions effectively and in a timely manner.**<br><br>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. | **Software & technology platforms that connect suppliers and users of specialized products, services, or mission critical data through two-sided networks.**<br><br>Online marketplaces are increasingly replacing manual intermediaries with scaled, specialized two-sided networks that serve as digital platforms to more seamlessly connect suppliers of specific goods, services, or data to consumers in needs of those specific goods, services, or data. | **Technology solutions that enable electronic payments for B2B transactions.**<br><br>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. |

| CLOUD ENABLEMENT | INSURTECH SOLUTIONS | NONPROFIT SOFTWARE | SUPPLY CHAIN SOFTWARE |
|---|---|---|---|
| **Providers of professional and managed services for the public cloud.**<br><br>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. | **Providers of software, data and technology enabled solutions for the property and casualty insurance market.**<br><br>The evolution of the P&C market from a slow-moving, people-driven model to a technology enhanced ecosystem has necessitated the creation of numerous technology services and platforms focused on key business needs. However, the lack of coordination or market consolidation amongst carriers has driven little unification or cooperation from these various platforms. These dynamics have led to a proliferation of targeted, point solutions that are critical to their customers and that could be highly complementary if consolidated into one platform. | **Providers of software and technology enabled solutions that help nonprofit organizations, education institutions, associations and corporations manage their donors and members, fundraising activities and operations.**<br><br>NPOs are constrained by limited budgets and the need to continuously fundraise to achieve their missions. Software solutions built for NPOs provide the necessary tools to manage and engage with donors and members, maximize fundraising efforts and drive operational efficiencies. | **Software and technology solutions that drive improved speed, accuracy and efficiency across supply chain operations.**<br><br>The shift from offline to online commerce, the "Amazon Effect" and heightened labor challenges are creating an ecosystem of technology providers helping to drive efficiency across supply chain operations. These technology-driven solutions help optimize the production of goods, provide end-to-end visibility throughout the supply chain, support faster, more accurate order throughput and drive more efficient delivery of goods. |

## PRODUCTS & SERVICES / LIFE SCIENCES & HEALTHCARE

| FRANCHISORS* | HEALTHCARE PAYOR SERVICES* | IVD COMPONENTS* | POST-ACUTE TECHNOLOGY SERVICES |
|---|---|---|---|
| **Franchisors that operate with a high percentage of franchised locations and provide meaningful operational services and systems to their franchisees.**<br><br>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. | **Technology solutions and services enabling cost containment and plan administration for direct and indirect payors of healthcare costs.**<br><br>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. | **Providers and manufacturers of high-quality reagents and other inputs for the production and development of both molecular and antigen-based in vitro diagnostic (IVD) products for a wide range of indications and end markets.**<br><br>The recent pandemic, coupled with rapidly evolving science surrounding diagnostic technologies is driving the need globally for high volumes of specific, consistent, and validated components for diagnostic applications. | **Software & tech-enabled services to post-acute care providers in alternative settings.**<br><br>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. |

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