

# 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
- Information Services
- Vertical Software
- Digital Transformation

### PRODUCTS & SERVICES

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

## Deal Origination Contacts

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# Current Investments

\*Partial exit – TSCP retains minority position.

LIFE SCIENCES & HEALTHCARE		<b>Absolute Biotech</b> Seattle, Washington	Provider of antibody reagents, kits and services adding value to existing antibodies.
		<b>OpenClinica</b> Waltham, Massachusetts	Provider of electronic data capture and electronic health record integration software to pharmaceutical sponsors, CROs, and academic research organizations.
		<b>Revenue Management Solutions</b> Oklahoma City, Oklahoma	Provider of digital processes that facilitate matching, posting and reconciliation of healthcare payments to underlying claims.
		<b>Sabai Global</b> Chesterfield, Missouri	Provider of regulatory review and biosafety consulting services to pharmaceutical sponsors, CROs, academic health systems, and clinical research site networks.
		<b>Savillex</b> Eden Prairie, Minnesota	Manufacturer of specialty material handling solutions for life sciences, semiconductor, geochemistry, and aerospace end markets.
		<b>Transnetyx</b> Memphis, Tennessee	Leading independent genetic diagnostic laboratory specializing in automated genotyping.
		<b>Vector Laboratories</b> Newark, California	Manufacturer of labeling and visual protein detection reagents.
SOFTWARE & TECHNOLOGY		<b>Allyant</b> Ottawa, Ontario	Provider of technology-enabled accessibility solutions.
		<b>GovSpend</b> Deerfield Beach, Florida	Provider of government spend data and intelligence to government vendors and agencies.
		<b>Green Mountain</b> Memphis, Tennessee	Provider of parcel spend management solutions.
		<b>Gurobi Optimization</b> Portland, Oregon	Provider of optimization products that fully exploit the latest mathematical, engineering and computing technologies.
		<b>Karpel Solutions</b> St. Louis, Missouri	Leading provider of criminal case management system software serving prosecutor and public defender offices nationwide.
		<b>Lumivero*</b> Denver, Colorado	Lumivero is a comprehensive data insights software platform.
		<b>MediaRadar</b> New York, New York	Provider of advertising intelligence and sales enablement solutions to media sellers, agencies, brands, and ad tech companies.
		<b>PKWARE</b> Milwaukee, Wisconsin	Provider of automated data security software.
		<b>Silverchair</b> Charlottesville, Virginia	Provider of content management and product enablement software to scientific, technical and medical publishers.
	<b>WeVideo</b> Mountain View, California	Provider of cloud-based video editing and learning enablement software.	
PRODUCTS & SERVICES		<b>BCM One</b> New York, New York	Provider of managed technology solutions supporting critical network infrastructure.
		<b>Intellivo</b> Memphis, Tennessee	Provider of subrogation and compensation recovery services to the self-insured employer market.
		<b>LTP Home Services Group*</b> Baltimore, Maryland	Provider of residential plumbing and maintenance services.
		<b>National Arbitration &amp; Mediation</b> New York, New York	Alternative dispute resolution (ADR) services provider, administering mediations and arbitrations for law firms, insurance carriers, and corporations.
		<b>PestCo Holdings, LLC</b> Dallas, Texas	Provider of commercial and residential pest prevention and control services.
		<b>ATIS</b> St. Louis, Missouri	A premier provider of elevator and escalator safety inspections, consulting, and managed services.
	<b>Bubbakoo's Burritos</b> Wall Township, NJ	Bubbakoo's is a franchisor of fast-casual Mexican-fusion restaurants featuring a high-quality, made-to-order menu.	

# Representative Exits

LIFE SCIENCES & HEALTHCARE		<b>Allied 100</b>   Online retailer of automated external defibrillators (AEDs), AED supplies and AED medical direction services.		<b>Infinity Behavioral Health Services</b>   Revenue cycle management services for the behavioral health industry.
		<b>Alpaca Audiology</b>   Leading provider of hearing aids and audiology services.		<b>ISTO Biologics</b>   Advanced orthobiologics solutions for the spine.
		<b>Analytical Lab Group</b>   FDA- and EPA-focused microbiology testing services to the healthcare, drug and consumer product industries.		<b>Option 1 Healthcare Solutions</b>   In-home enteral and oral nutrition therapy products/services.
		<b>BioIVT</b>   Provider of biological products to the early stage drug discovery and development industry.		<b>Pulse Veterinary Technologies</b>   Provider of veterinary technology, medical devices and related consumable products.
		<b>DCL Medical Laboratories</b>   A woman's health-focused laboratory providing diagnostic and clinical trial testing.		<b>Receivables Management Partners</b>   Accounts receivable and revenue cycle management services to the healthcare industry.
		<b>Firma Clinical Research</b>   Full service contract research organization for pharmaceutical, biotechnology and medical device companies.		<b>Vetio Animal Health</b>   Contract Development and Manufacturing Organization (CDMO) dedicated to animal health.
		<b>Healthcare Linen Services Group</b>   Provider of linen management services to the healthcare industry.		
SOFTWARE & TECHNOLOGY		<b>BarcodesInc</b>   Online-focused provider of data tracking products/services.		<b>Global Software</b>   Microsoft Excel-based automation and reporting software to enhance enterprise resource planning platforms.
		<b>BCC Software</b>   Leading provider of software, data and compliance solutions to the direct mail industry.		<b>Iron Data</b>   Technology solutions to operational process issues for transportation, logistics and public sector.
		<b>Complus Data Innovations</b>   Enterprise Enforcement Solutions (EPES) and payment processing to municipalities.		<b>Made4Net</b>   Provider of warehouse management system (WMS) and end-to-end supply chain execution software.
		<b>ConxtrolScan</b>   Industry-leading managed compliance services, and managed security and network services products.		<b>Tabs3 Software</b>   Provider of financial and practice management software to small and mid-sized law firms.
		<b>Data Dimensions</b>   Provider of outsourced document handling and workflow solutions.		<b>The Payment Group</b>   Provider of court, utility and other municipal payments solutions to more than 600 municipalities.
		<b>DDC Solutions</b>   Global leader in the design and manufacturing of innovative data center cabinet cooling solutions and software.		<b>Tierpoint*</b>   Data center colocation, Internet connectivity, managed services, cloud services and disaster recovery.
		<b>FocusVision</b>   Provider of integrated qualitative, quantitative and research management tools to the market research and intelligence industries.		<b>Vaddio</b>   Provider of advanced robotic cameras, camera control systems, high definition video whiteboards and complementary audiovisual accessory products.
		<b>Connecticut Electric</b>   Designer, manufacturer and distributor of electrical components.		<b>Kele</b>   Manufacturer/distributor of peripheral control and building automation interface products.
PRODUCTS & SERVICES		<b>Custom Wheel House</b>   Designer, marketer and distributor of branded automotive aftermarket wheels, performance tires, and accessories.		<b>RecruitMilitary</b>   Outsourced human capital management solutions for companies seeking military-experienced talent.
		<b>Domaille Engineering</b>   Engineering solutions, precision manufacturing services and leading OEM of optical fiber polishing equipment.		<b>Marmic Fire &amp; Safety Co.</b>   Provider of fire and life safety inspection services, installation, hazard analysis and products.
		<b>Express Oil Change &amp; Service Center</b>   Automotive service provider, with company-owned and franchised locations throughout the U.S.		<b>StayLock Storage</b>   Provider of storage and parking services.
		<b>Freddy's Frozen Custard &amp; Steakhburgers</b>   National franchisor of fast casual restaurants featuring steakhburgers, shoestring fries and freshly churned frozen custard.		<b>Universal Air Filter</b>   Engineered air filtration products for the electronics and power generation industries.
		<b>Iracore International</b>   Designer/manufacturer of protective coatings applied to oil pipelines and industrial equipment.		<b>ZymeFlow Decon Technology</b>   Worldwide leader in decontamination of hydrocarbon process equipment for entry, inspection & maintenance.

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			
AVIATION DATA & TECHNOLOGY*	B2B INFORMATION SERVICES	B2B ONLINE MARKETPLACES	B2B PAYMENTS*
<p><b>Providers of software, data and technology-enabled services into the aviation market.</b></p> <p>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.</p>	<p><b>B2B information services companies collect, process and disseminate mission-critical information that enables clients to perform key functions effectively and in a timely manner.</b></p> <p>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.</p>	<p><b>Software &amp; technology platforms that connect suppliers and users of specialized products, services, or mission critical data through two-sided networks.</b></p> <p>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.</p>	<p><b>Technology solutions that enable electronic payments for B2B transactions.</b></p> <p>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.</p>
IT SERVICES	INSURTECH SOLUTIONS	SUPPLY CHAIN & INDUSTRIAL SOFTWARE	
<p><b>Managed and professional service providers supporting digital transformation efforts across cloud enablement &amp; IT infrastructure, enterprise application ecosystems, and data management.</b></p> <p>Companies of all sizes are rapidly undergoing digital transformation efforts to modernize their IT infrastructure and critical applications while also harmonizing disparate sources of data. Businesses are increasingly turning to IT experts to migrate, modify and manage their critical IT assets.</p>	<p><b>Providers of software, data and technology enabled solutions for the property and casualty insurance market.</b></p> <p>The evolution of the P&amp;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.</p>	<p><b>Software and technology solutions that drive improved speed, visibility and efficiency across supply chain and manufacturing operations.</b></p> <p>Mounting labor shortages, increasing complexity across supply chains, and inflecting automation adoption are creating an ecosystem of technology providers helping to drive operational efficiency across the manufacturing, warehousing, and transportation of goods. These technology-driven solutions help optimize the manufacturing process, provide end-to-end visibility across the supply chain, and support faster, more efficient movement of goods.</p>	
PRODUCTS & SERVICES	LIFE SCIENCES & HEALTHCARE		
FRANCHISORS*	HEALTHCARE PAYOR SERVICES*	IVD REAGENTS & TOOLS*	POST-ACUTE TECHNOLOGY SERVICES
<p><b>Franchisors that operate with a high percentage of franchised locations and provide meaningful operational services and systems to their franchisees.</b></p> <p>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.</p>	<p><b>Technology solutions and services enabling cost containment and plan administration for direct and indirect payors of healthcare costs.</b></p> <p>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.</p>	<p><b>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.</b></p> <p>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.</p>	<p><b>Software &amp; tech-enabled services to post-acute care providers in alternative settings.</b></p> <p>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.</p>

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