



Firm Overview, 2024



Growth, Increase, Prosperity (Auctus Latin Definition)
www.AuctusSearchPartners.com | 877-873-9299

Firm Overview

The Auctus Difference

Leadership Team

Summary

Appendix A – Executive Led Program

Firm Overview | Introduction

Your Bridge to Talent and Acquisitions, Built by Experts.



Established 2016
CHICAGO | DENVER | SILICON VALLEY

INDUSTRY EXPERTISE

With over 100 years of combined industry experience, we understand your business goals and work effectively to help you achieve them.

LIFETIME VALUE

We build long-term relationships with our clients. Our deep bench of diverse professionals allows us to continually meet and improve your time to hire.

POWERFUL NETWORK

With 20k+ LinkedIn followers and a web of thousands of business connections, we're your gateway to the industry's elite.

PROVEN RESULTS

More than placements, we deliver value and growth. Our advanced analytics drive successful outcomes and spur business success.



PE Firms & Family Run Business

Public & Private Enterprise

The Auctus Difference | PE Firms and Family Run Businesses

We leverage domain expertise for deal dominance



The Auctus Difference

Engaged Industry Leaders to realize the full potential of your investments



Talent

- Top-Tier Bench of talent - function and industry
- Proven success – hundreds of placements
- Portfolio Co: All roles

Deal Flow

- Executive Led platform creation
- Industry acquisition thesis from a domain expert
- Access directly to acquisition targets
- Leadership acumen focused on growth, culture and performance
- Win acquisitions even when the PE firm finds them and in a fully competitive auction

Traditional Search firms bring TALENT. Buy-side M&A firms bring DEALS.

Auctus Search Partners brings **BOTH**.

- Add-ons to an existing portfolio company
- A new industry platform
- Joint Ventures/ Strategic Relationships/ Merger Candidates

The Auctus Difference | Private & Public Enterprise

We empower workforces for efficiency and innovation



The Auctus Difference

Your Goals delivered with the Right Skill in the Right Role



EVERY FUNCTION

- Front Office Investment Bankers/Corporate Bankers
- Finance & Accounting/ Compliance
- Strategy & Operations
- Sales, Marketing, Customer Success
- Product Management; IT

ALL ROLES

- CEO / CXO / Board & Executive Chair
- VPs / Directors / Manager / Individuals
- Senior Managers / Individuals
- CFOs / CROs / Controllers / Accountants
- COOs / Operations / Human Resources

Over 15 INDUSTRY Segments

- Manufacturing
- Healthcare
- Technology (SaaS, HW, SW)
- Investment Banks; Financial Services
- Transportation & Logistics
- Other

- Succession Planning
- Skills refresh



Micro Precision Manufacturing

Healthcare Services

Cyber Security

Precision Component Manufacturing

Healthcare Devices

Software

Managed IT Services / MSP

Mechanical & HVAC Services

Focus Logistics

Office Equipment Dealers

Specialty Consulting Services

CPG – Food and Personal Care

Managed Print Services

Industrial Services

Dental Practice Management

Automotive Aftermarket

Restaurant Chain / Franchising

Environmental Services

Building Products

Recycling Services

Software as a Service (SAAS)

Contract Manufacturing for Consumer

Agriculture

Specialty Chemicals

Brands

Agriculture Services

Industrial Technology

Food Manufacturing

Distribution

Supply Chain

Frozen Food Manufacturing

The Auctus Difference | PE, Private & Public Enterprise

We personalize the talent acquisition experience



It starts with **your** Talent Acquisition Goals



Our Powerful Network of Business Connections

The Auctus Approach: End-to-End 6-Step Process

Create the Talent Pool

Decide First Tier Candidates

Interview

Assess and Prioritize

Offer

Continue

Business Scorecard and Metrics

- Over 15 Industry Segments, 100's of talent placements
- Business Outcome: Value and Growth
- 6-8 weeks to offer

Leadership Team | Over 100 years of experience



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CHICAGO | DENVER | SILICON VALLEY

HITESH PATEL

Founder & Managing Partner

- Investment Banking Practice Lead
- 20 years experience in Investment Banking and Recruiting
- Auctus Focus: Deals professionals (Investment Banking, Capital Markets, Private Equity, M&A, Credit)

Chicago, IL

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KEN GREENBERG

Sr Managing Director & Partner

- Private Equity Practice Lead
- 35 years experience in Investment Banking, Private Equity, Leadership Development, and Executive Recruiting
- Auctus Focus: CEO, COO and Executive Chairman

Denver, CO

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MARGIE THOMAS

Managing Director & Partner

- Technology Practice Lead
- 35 Years in the High-Tech Industry; Key leadership roles at HP, Cisco and Veritas
- Auctus Focus: Technology and industries investing in emerging technologies

Silicon Valley, CA

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TOM FLESSOR

Managing Director

- Manufacturing Practice Lead
- 40 years experience in manufacturing, transportation, construction, and staffing. 8 Years portco experience with Apollo, Blackstone, and Centerbridge
- Auctus Focus: C-Suite and below for operations and Executive Led deals

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Summary | We are the bridge to talent and acquisitions



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We believe that the right people can achieve extraordinary things

We believe that great leadership delivers great results

We believe that people are the lifeblood of any organization

We find the talent you need to make your PortCos succeed



PE Firms & Family Run Business

Public & Private Enterprise

Appendix A
Executive Led Program

We believe leadership makes a difference in portfolio company outcomes.

We offer two tailored buy-side options for finding executive led acquisition opportunities:



- We provide real-time updates on executive-led opportunities as they arise.
- We conduct a specialized search in your industry of interest, led by an industry expert and tailored to your preferred deal size.

SEARCH SERVICES

- Executive Search and Selection
- Executive Led Acquisition Search for New Industry Platforms
 - (Industry Specific and Opportunistic)
- Retained Add-On Acquisition Search for Existing Portfolio Companies
- Portfolio Company Executive Search
- Portfolio Company Independent Director Search

References available upon request

Is Executive Led Platform Creation The Right Fit?

SAMPLE: Executive BIOs

- Executive A: HR Software, HR Software & Services
- Executive B: Human Resources, HR Compliance
- Executive C: Precision Manufacturing, High Rise Construction Sensors
- Executive D: Food Manufacturing, Industrial Food Manufacturing Equipment
- Executive E: Business (B2B) Services, no thesis (available for existing opportunities in portcos)
- Executive F: Automotive Services, Auto Glass

CASE STUDY

- Industry-Leading Banking Executive sourced by Auctus Search Partners
- Seven months from introduction to PE client to first acquisition in Adjacent BPO services to the Financial Services and other industries
- Starting point approximately \$5M in EBITDA
- Multiple Add-ons in 18 months
- Three years after first acquisition -- Run Rate EBITDA now at approximately \$20M

References available upon request