

FOR OVER 40 YEARS, RLH HAS PARTNERED WITH FOUNDERS TO HELP SCALE HIGH ORGANIC GROWTH SERVICES COMPANIES.

We seek to partner with the Founders of fast-growing services firms whose offerings are connected to technology and help their clients enhance their competitive positioning.

CLIENT FOCUS:



Business-to-Business (B2B)



Vertically focused



Mid-market / enterprise

TYPICAL TRANSACTION PROFILE:

\$30 – \$100M+ Equity investment

30% – 70% Typical ownership sought

US & CANADA Company headquarters

GLOBAL Service delivery

3 – 6+ YEARS Investment period

*Illustrative, subject to change, and there can be no assurance that any such investment or portfolio will be able to achieve its objectives

TARGET COMPANY PROFILE:

B2B SOLUTIONS Services

\$25M – \$200M Annual revenue

\$5M – \$20M Annual EBITDA

15+% Annual organic growth

FOUNDER-OWNED / LED Ownership

PEOPLE-FIRST VALUES Culture

RLH TEAM:

Ari Adler

Kevin Cantrell

Mark Gartner

Samuel Merriam

Murray Rudin

Patrick Allen

Paul Fortin

Michel Glouchevitch

Amanda O'Brien

Yumee Song

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LOS ANGELES

10900 Wilshire Blvd, Suite 850
Los Angeles, California 90024
310-405-7200

ORANGE COUNTY

18300 Von Karman Ave, Suite 730
Irvine, California 92612
949-428-2200

SELECT PORTFOLIO COMPANIES

TECHNOLOGY SERVICES:

AstoundDigital

Global provider of digital commerce services to B2C and B2B brands across Salesforce, Adobe, SAP and Shopify. The Company combines technology implementation, customer engagement strategy, research and design services to clients globally.

 **CrossVue**

Consulting firm providing Workday services and solutions to drive business transformation and modernize client operations/processes. Provides advisory, deployment, and post-production support through the Workday platform.

KEYSTONE

Consulting services to large enterprises and government agencies on critical strategic and regulatory challenges, with specialized expertise in data architecture, platform strategy, AI and intellectual property.

 **MCA
CONNECT**

Provider of consulting solutions built on Microsoft's cloud-based Dynamics 365 suite, helping enterprise clients in the manufacturing sector reduce costs, improve efficiencies, and increase profits.

 **REDCLAY**

Global consulting firm providing Oracle services and solutions to the utility sector, with specialized expertise deploying comprehensive meter-to-cash and asset technology solutions.

B2B HEALTHCARE:

 **biorasi**

The Company is engaged in providing clinical research optimization services such as program optimization, project management, regulatory guidance, clinical management, data management and analysis and compliance and audit.

imre

Strategic and creative marketing services to the life science and consumer products/services sectors, specializing in brand strategy, content development, social media, reporting/analytics, public relations, and crisis communication.

OTHER PROFESSIONAL SERVICES:

CONNORS  **GROUP**

Workforce management consulting firm serving large retail, manufacturing and distribution clients to improve operations, financial health, employee satisfaction and customer experience.

CROSSCOUNTRY
CONSULTING 

Sophisticated business advisory services in the areas of finance, cloud software implementation, cybersecurity, RPA, data analytics, and compliance for large publicly-held and privately-held businesses.

*This document does not constitute advice or a recommendation or offer to sell or a solicitation to deal in any security or financial product. It is provided for information purposes only and on the understanding that the recipient has sufficient knowledge and experience to be able to understand and make their own evaluation of the proposals and services described herein.

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