

CLOUD SOLUTIONS

ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

OVERVIEW

The FOCUS Cloud Solutions Team is part of our overall Technology Services team — one of the most active and successful in North America. We bring technical cloud expertise and combine it with FOCUS' more than three decades of experience for the benefit of our clients. Team Leader Mitch Prust has helped close nearly \$500 million in M&A deals with recent wins in the cloud space. Also during his career he has helped companies raise more than \$500 million and win managed service contracts over \$10.5 billion. He has been involved in key multiple global acquisitions and successful integrations of strategic companies in technology, cloud, defense, and managed and professional services.

CLOUD SOLUTIONS TEAM HIGHLIGHTS

- Extensive IT and cloud solutions private equity and strategic buyer relationships and closings
- Technical expertise & experience as a buyer/seller combined with global M&A experience
- Heavy international experience and contact base
- Superb CEO client references
- A very high closing rate

TEAM CONTACTS

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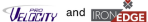
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SAMPLE TRANSACTIONS

 has been acquired by 	 has been acquired by  has been acquired by 	 has been acquired by  a portfolio company of 	 a portfolio company of  has acquired 
 a portfolio company of  has acquired 	 has recapitalized the merger of 	 has been acquired by  a portfolio company of 	 has received an investment from Private Investors



FOCUS OVERVIEW

A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS delivers results for middle-market clients across 11 industry coverage groups. With a team of over 60 banking professionals supported by senior advisors and specialists in operations, research, compliance, and marketing, FOCUS provides clients with comprehensive expertise and seamless execution.

WHO WE ARE

- Established middle-market investment banking platform with offices in the United States, Ireland, and the United Kingdom.
- Specialized in strategic transactions ranging from \$10 million to \$150 million.
- 60+ banking professionals across North America and Europe supported by operations, research, compliance, and marketing support staff.
- Named #1 on Axial's Top 20 Lower Middle Market Investment Banks.
- Member of M&A Worldwide, providing access to a global network of strategic buyers and investors.
- FOCUS Securities LLC is a registered broker/dealer and member of FINRA/SIPC.

Industry Practice Areas

Agribusiness & Food
Automotive
Business Services
Consumer
Energy
Fintech
Government & Defense
Healthcare
Manufacturing
Technology Services
Telecom

WHAT WE DO

Sell Side

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

Buy Side

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

Capital Raise

FOCUS arranges debt and/or equity financing to help fuel client growth.

CONDUCTED OVER
1000
TRANSACTIONS FIRMWIDE

OVER
40
YEARS OF MIDDLE MARKET
EXPERIENCE

OFFICES IN
U.S. | Ireland | U.K.

WHY FOCUS

- **Deep Operating Expertise:** Senior bankers with real C-suite experience.
- **Senior-Level Attention—Start to Finish:** Hands-on senior leadership throughout.
- **Tailored Strategies, Not Templates:** Customized to your goals and timeline.
- **Best-in-Class Research Power:** Proprietary research that finds the right opportunities.
- **Proven Results Across Industries:** Hundreds of successful transactions.