MOUNTAINGATE CAPITAL

Mountaingate Capital is a Colorado-based, growth-focused private equity investment firm that partners with founders and entrepreneurial companies to accelerate growth and build industry leaders. We partner with management to achieve transformational growth - scaling and expanding capabilities, services, technologies, and geographies to create more value for the end customer.

SECTORS

Value-Add Specialty Distribution

- Specialty/non-commodity, services orientation
- Aftermarket parts/supplies
- Kitting, assembly, supply chain services
- Industrial
- Foodservice

Business Services

- B2B Services across various industries
- Outsourced non-core business services/processes
- Maintenance, repair, refurbishment services
- Safety, security, industrial, utility, environmental services
- Testing, measurement, inspection, certification

Tech-Enabled, Data-Driven Digital Marketing

- Digital agency, media and communication services
- Analytics, insights, CRM, loyalty
- Data services, direct and performance marketing
- Marketing technology implementations, strategy consulting, CXM/UX
- Marketing automation, content development and management

High-Margin Specialty Manufacturing

- High-margin contract manufacturing
- Medical device (particularly single use) and accessories
- Power, connectivity, process controls, industrial automation
- Engineered industrial components/ solutions
- Niche, specialty use products (lighting, sound, etc.)

INVESTMENT CRITERIA

Platforms

EBITDA ranging from $5-$25 million; history of strong free cash flow; proven management; ability for our buy-and-build strategy to add discernible value to the end customer

Add-Ons

EBITDA of any size; strategic fit; enhanced products, services, capabilities, supply chain management, geographic coverage, or ability to offer other definable improvements to customers' businesses

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CURRENT

Marketing Services

Bond Brand Loyalty
generates growth for clients by creating enduring relationships between people and brands based on intelligent connections and engaging experiences.

Ignite Visibility
is an award-winning digital marketing agency with a broad range of services across search engine optimization, paid media execution, social media marketing, email marketing and more.

WTWH Media
is an award-winning, digital- irst B2B media and marketing company that connects brand marketers with targeted, hard-to-reach audiences of executives and practitioners.

The Mars Agency
is a leading global commerce marketing agency.

Acceleration Partners
is the pioneer in partner marketing, driving measurable results for clients globally.

Relevate Health Group
is a leading provider of data & analytics-driven healthcare marketing products and services for pharmaceutical and life sciences companies.

Anteriad
is the leading provider of B2B marketing solutions for blue-chip brands including IBM, Microsoft and Cisco.

Bold Orange
is a customer experience agency, modernizing loyalty, CRM and digital exp experiences for both consumer brands and B2B.

Buisness Services

Revunit
is a leading digital consultancy that provides innovative technology solutions centered around helping clients reimagine their supply chain systems.

RaiseRight
is the national leader in fundraising products and non-profit services that seamlessly connect brands to local communities.

Specialty Manufacturing

Argentum/BioDerm
is a pioneer of silver-plated nylon technology and leading provider of disposable medical devices and wound care products.

Inventus Power
is the industry's leading provider of fully integrated, custom engineered rechargeable power systems.

REALIZED

Marketing Services

Ansira
is a leading data-driven results marketing agency that arms brands and their partners with marketing solutions to design relevant, persuasive experiences for every moment that matters.

Aspen Marketing Services
is an integrated direct and digital marketing services company with an advanced predictive analytics practice.

Bounteous
delivers comprehensive strategy, customer experience, engineering, eCommerce, analytics, and digital marketing solutions to leading Fortune 1000 companies.

Olson
is a full-service digital advertising and marketing agency with industry leading digital, CRM/loyalty, social media and public relations practices.

Tinuiti
is a performance-driven digital marketing agency offering a broad range of services, including Paid Search, SEO, Shopping & Feed, Performance Display, Paid Social, Conversion Rate Optimization and Insight & Analytics.

W2O (now Real Chemistry)
is an integrated marketing communications firm offering analytics and market research driven public relations ("PR")/ communications, and digital and social

Specialty Distribution

Diversified Foodservice Supply
is a leading distributor of maintenance, repair and operation ("MRO") parts, supplies and equipment to the foodservice industry.

PetroChoice
is a leading value added, regional distributor of petroleum based lubricant products.

Business Services

Avizent
was formed to acquire regional third party administrators serving the self-insured and high-deductible workers' compensation market.

Convergint Technologies
is an industry-leading organization that designs, installs, and services integrated building systems including electronic security, fire alarm, and life safety.

Imagine Software
is the leading provider of medical billing automation software and revenue cycle management applications

Specialty Manufacturing

Vention Medical
is a global integrated solutions provider to the medical device industry with more than 30 years of experience in design, engineering and manufacturing of complex medical devices and components.

CIVCO
is a global leader in the design, manufacture and marketing of specialized accessories, equipment and supplies that complement ultrasound

Accellent
is a market-leading provider of outsourced precision manufacturing and engineering services to the medical device industry.

TerraMarc Industries
is a manufacturer of specialty agricultural equipment including planters, harvesters and handling equipment, as well as outdoor power equipment.

Modtech
(the acquirer of SPI Manufacturing, Inc.), is one of the leading modular building designers and manufacturers in the United States.