

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 & Industrial 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



Higher-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

CURRENT

Marketing Services



Acceleration Partners is the pioneer in Affiliate Marketing partnering with firms globally.



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 experiences for both consumer and business-to-business brands.



Bond is a leading digital marketing agency that 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.



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



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

Business Services



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

Specialty Manufacturing



Bravida Medical is redefining what's possible in wound care and infection prevention, with a portfolio of transformative products and technologies that are clinically proven to deliver uncompromising freedom and protection.



Damotech is a rack and safety specialist in North America, providing engineering services and rack safety & protection 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.



Mars United Commerce is a leading, technology enabled commerce marketing company, dedicated to driving shopper conversion and retail intelligence for global brands and retailers.



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.

Specialty Distribution



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



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.



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



Convergent 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 billing automation software and revenue cycle management applications. Offering powerful technology solutions for medical billing.

Specialty Manufacturing



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



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.