

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.



North & Warren is the premier luxury-focused marketing platform offering a full suite of strategy, digital marketing, in-person activation, and communications services.

Business Services



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



Rep Data is a technology-driven insights partner, helping market research professionals draw informed conclusions based on high-quality data and consistent execution.

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



Specialty Distribution



Specialty Manufacturing

