

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.



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.



Harvest Group is a commerce agency serving CPG brands in today's retail landscape. The company offers integrated solutions that align strategy across in-store and digital commerce, retail media, and social platforms.



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.



Interluxe Group is the leading luxury marketing agency that unites data and performance, content and creativity, experiences and communications.



Podean is the only truly global, independent marketplace agency, with operations across five continents.



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



UpSwell is a leading provider of performance direct mail and digital marketing solutions for location-based services companies, with deep specialization across automotive services, home services, dental, and other recurring-use verticals.



Walker Sands is an outcome-based B2B growth services agency with expertise in strategy, data, content, creative, strategic communications and digital marketing.



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



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



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.



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

REALIZED

Marketing Services

