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 align with management to achieve transformational growth — scaling and expanding capabilities, services, technologies, and geographies to create more value for the end customer.

SECTORS

Tech-Enabled, Data-Driven Business & Marketing Services

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

Business & Industrial Services

- B2B Services across various industries
- Maintenance, repair, refurbishment services
- Safety, security, industrial, utility, environmental services
- Testing, measurement, inspection, certification
- Facilities management

Specialty Manufacturing

- Contract manufacturing
- Medical device (particularly single use) and accessories
- Industrial automation
- Power, connectivity, process controls
- Engineered industrial components/ solutions and safety

Specialty Distribution

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

INVESTMENT CRITERIA

Platforms

EBITDA ranging from $5-$25+ million; history of strong free cash flow; proven management; ability to scale organically and via acquisition

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

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CURRENT

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.

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.

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

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

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

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

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.

Arrowfly
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.

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.

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

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

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

REALIZED