

Project Osprey

Private Equity: Lower Middle Market

Acquisition and Growth Capital

Osprey is a Managed Service Provider (MSP) to financial services market with over 125 clients. Access to Key Customers with complex security requirements.

Investment Highlights

\$12.5m in 2021 Revenue, \$1.5m+ in pro forma adjusted EBITDA, \$17.0m 2022 p(win) waterfall.

- 125+ financial services clients.
- Proprietary Intellectual Property: Continuity of Operations and Risk Management Software.
- Cybersecurity Services.
- IT Infrastructure and Telecommunication Networks.
- Microsoft Azure/O365 Reseller.
- Deep consultative sales, trust relationships with customers.
- Management Buy-Out.

Business Offerings

Disaster Recovery & Cybersecurity: Business Continuity Planning, Disaster Recovery Services, IT Security Compliance Consulting, IT Security Architecture and Strategic Planning, CISO as a Service, Security Incident Event Management (SIEM), Managed Patching, and Anti-Virus Management.

Managed Service Provider: Hosted Solutions (Azure, Private Cloud), Telecom, Office 365, Migration Service, and More.

Post-Transaction Plan

- Split Business Units into Two Companies.
- Accelerate Concierge Services, Incident Response, and Continuity of Operations (Ransomware).
- MSP: gross profit improvement through solution outsourcing.
- Investment in corporate infrastructure and operational maturity.
- Ramp up sales and account management.
- Tuck-in Acquisitions, including additional markets.

Deal Sketch

CyberCP SVP (GP/LP) purchases 75%

Management Rollover Equity - 25%

Earn-out aligned with pipeline capture

Leverage with Acquisition Debt

Additional Growth Investment:
\$2,000,000

