



Eureka Equity Partners

is a private equity firm focused on investing in and building niche-market leaders at the lower end of the middle market. Core to our focus is partnering with exceptional management teams to acquire small businesses in industry segments in which Eureka brings significant experience and operating resources.

Investment Focus

Eureka leads buyouts that bring significant ownership to the operators driving the success of the business. With this core principle that aligns the interests of our operators and our investors, Eureka is also experienced and comfortable effecting minority recapitalizations designed to uniquely meet the needs of the company, its management team and other shareholders. Investments within our target industry sectors that fit our mandate include:

- Change-of-control acquisitions to effect management buyouts of interests from inactive or outside shareholders
- Sponsorship of management teams with demonstrated success in one of our industry verticals to identify and acquire a platform with untapped market potential or operational or structural challenges
- Corporate divestitures and carve-outs of non-core businesses or divisions
- Control or non-control investments to facilitate succession planning within family or founder-owned businesses
- Minority-interest equity investments as a capital partner for acquisitions, expansion or to provide liquidity to diversify a founder's interests

Company Size

Growth-oriented and/or niche market-leading companies with up to \$100 million in revenue

Investment Size

Initial investments of \$10 million to \$25 million. Significant additional equity is available from co-investments by our Limited Partners

Target Industries

- Business Services
- Healthcare Services
- Consumer
- Specialty Manufacturing

Key Characteristics

Strong management partners interested in meaningful ownership

Leading and defensible position within niche market served

Identifiable growth vectors through organic initiatives or acquisition

Selected Current Investments

JANSY

Jansy Packaging, LLC is a provider of outsourced, value-added specialty packaging solutions for branded consumer products companies across a host of end-use industries.



MedForce is a leading provider of healthcare professional interaction management services for product promotion and marketing programs for pharmaceutical manufacturers and biotechnology companies in the United States.



CCA Floors & Interiors is one of the largest value-added, end-to-end floor coverings providers in the Washington, D.C. metropolitan area.



iPEC Coaching is a leading provider of coach training and certification solutions to the worldwide professional coaching industry.



LegalPartners Group is a leading alternative legal services provider (“ALSP”) focused on outsourced team-based legal solutions, substantive engagements requiring sophisticated legal professional services, and other legal staffing services.



McCue Corporation is a global provider of damage prevention solutions for the retail and material handling industries. McCue maintains over 3,000 SKUs of highly engineered products that provide protection in interior retail spaces, backrooms, parking lots, and distribution and warehouse facilities.



Merit is a leading provider of outsourced exterior facilities management services. Merit operates out of its seven company locations to provide essential services to a diverse base of commercial customers.

SOFTWARE | HARDWARE | SERVICE



UTC Retail is an industry leader that provides a world-class portfolio of point of sale products and lifecycle support services to help retailers automate and manage store level technology.

Key Contacts

T.J. Haas, Managing Director of Business Development
267-238-2453

Christopher G. Hanssens, Managing Partner
267-238-4218

Christian T. Miller, Partner
267-238-4204

Jonathan Y. Chou, Partner
267-238-4203

Alexandra (Tassie) Oswald, Principal
267-238-4211

Lisa Harris Millhauser, Principal
267-238-2450

Daniel Black, Vice President
267-238-4206

Keith Corliss, Associate
267-238-4213

Taylor Quinn, Associate
267-238-2451

1717 Arch Street, 34th Floor, Philadelphia, PA 19103
P: 267-238-4200

www.eurekaequity.com