

# HARDTAIL CAPITAL

Led by Managing Principal, Francis Smith, to acquire and operate one great company. Francis is a proven entrepreneur having previously founded and operated Diamondback Brewing Company. Francis holds an MBA from Carnegie Mellon's Tepper School of Business.



## INVESTMENT CRITERIA

### Industry:

- Large market
- Strong growth
- Fragmented competition
- Low Cyclical

### Leadership & Talent:

- Owner operator seeking a flexible exit with company's legacy continued.
- Key operational management & employees capable and committed to continuing services.

### Financials:

- \$1.5 - \$5M EBITDA
- 3+ years of profitability
- 50+% recurring revenue
- 15+% EBITDA Margin

### Focus Categories:

- MRO (Maintenance, Repair and Operations)
- Testing & Calibration Services
- Environmental Testing Services
- Testing & Compliance Training Services
- Value-Added Distribution

## METHODOLOGY

A quick call to ensure mutual interest between both parties.

In-person meetings to determine shared values, agree upon terms and ensure for a smooth transition.

Due diligence and preparation for transition lead into a complete transaction.