



## Overview

Second Summit Partners was formed to identify, acquire, and operate an existing private company that fits the Operators' target profile.

We are looking for an owner(s) who shares our values and is looking for a trusted succession. SSP offers an attractive succession solution for an owner(s) looking to transition the ownership and day-to-day management responsibilities of their business.

## Target Profile

### Business

- Revenue: >\$5M
- Pre-tax profit: >\$1.5M
- Clear growth opportunities
- Sustainable market position
- Scalable operations

### Industry

- B2B services
- Measurable industry growth
- Mission critical service
- Asset light business model

### Seller

- Reducing daily involvement
- Seeking liquidity
- Reaching retirement or exploring other pursuits

## Our Values

### Servant Leadership

*Focusing on the team's growth and well-being.*

### Humility

*Lasting value is accomplished with the help of others.*

### Continuous Learning

*Lifelong learners who lead with intellectual curiosity.*

## Operators

Cody (right) and Kyle (left) both grew up in the suburbs of Chicago, raised with midwestern values.

After graduating from the University of Wisconsin, Cody spent 10+ years working in Financial Services and Software, which includes experience at Morgan Stanley, FactSet, Deloitte, and Halo Investing. He has experience leading sales and product teams. He was fortunate to have served in several leadership roles, including as Chief of Staff at Halo. He is especially passionate about revenue operations, and driving growth through professionalizing sales and marketing tactics.



After graduating from Judson university, Kyle co-founded a technology company, Angurleris Technologies. Since then, he has spent 15 years working in Financial Services and Real Estate, which includes experience at Morgan Stanley, UBS, and Wintrust. Aside from serving as the co-founder/CFO for Angurleris, he has further developed his financial skillset in asset management roles and real estate investing. He has most enjoyed driving operational excellence within his teams and functional departments.

## Advantages of Selling to Second Summit

### Committed capital

We have funds from experienced investors ready to deploy.

### Fair and attractive price

We will pay a transparent price for a business that has the characteristics we value.

### Accelerated deal process

We will swiftly and confidentially execute the deal to minimize disruptions to you, your family, and the business.

### Commitment to your team

Our long-term approach allows us to prioritize people to enable sustainable growth.

### Continue your legacy

We will build upon your hard work and further invest in what you created.

	Second Summit	Traditional Private Equity	Strategic Buyer
Deal terms	Adaptable to seller's goals	Rigid and high debt levels	Mix of stock and cash
Seller's role	Adaptable to seller's goals	Firm dictates terms	Minimal (deal dependent)
Legacy	Preserved and grown	Unclear	Disappears into acquirer
Commitment	Sole investment	One of many companies	Absorbed into acquirer
Value creation	Long-term strategy	Financial engineering	Cost-cutting and synergies
Investment horizon	Long-term (no deadline)	3 -5 years	Varies