INTERMOUNTAIN SUCCESSION CAPITAL

ACQUISITION MANDATE | TECHNICAL & INFRASTRUCTURE SERVICES

Acquiring mission-critical technical and infrastructure-services businesses with $5M–$20M of EBITDA through an operator-led, management-first and structurally flexible approach.

WHAT WE SEEK

SCALE

- $5M–$20M normalized EBITDA
- $20M–$200M enterprise value
- Control acquisitions
- United States

BUSINESS CHARACTERISTICS

- Recurring or highly repeat revenue
- Mission-critical or difficult-to-defer services
- Established management beyond the owner
- Low customer concentration
- Skilled, licensed, or credentialed workforce
- Strong cash conversion

PRIORITY SECTORS

Testing, Inspection, Calibration & Compliance
Technical measurement and regulatory-driven inspection tied to an installed base

Electrical Testing & Power Reliability
Power services, testing and maintenance for critical electrical infrastructure

Industrial Maintenance, Repair & Automation Support
Field services, controls support and remanufacturing on existing equipment

Water & Wastewater Compliance
Recurring maintenance and regulatory compliance services

Representative targets provide recurring maintenance, testing, compliance or repair services supporting an existing installed base, not new construction or capital projects.

TRANSACTION APPROACH

- Conservative leverage and disciplined underwriting
- Seller rollover and management equity encouraged
- Rapid, candid initial feedback
- Institutional equity and debt raised on a transaction-by-transaction basis, structured to fit the business rather than a fund mandate

WE DO NOT PURSUE

Heavy construction, project-based revenue, or turnarounds.

Partnership Approach

Operator perspective, not financial engineering

ISC is led by a former operating executive with experience scaling service businesses and teams. That operating perspective informs how ISC evaluates management, culture and post-close value creation.

Employee Empowerment & Management Alignment

ISC seeks strong leadership teams already in place and aims to give managers the resources, autonomy and opportunity to participate economically in the value they help create.

Flexible Seller Alignment

ISC can structure around a seller's individual objectives, including meaningful rollover, transition arrangements and continued participation in future value creation where appropriate.

Patient Ownership

ISC believes in stable growth and spends time to learn a company before attempting any changes, introducing improvements gradually rather than disrupting what already works or forcing an exit determined by a fund timeline.

ISC welcomes early dialogue on pre-market and structurally nuanced situations, particularly where thoughtful alignment with sellers and management can create a better outcome.

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INSEAD MBA; BA, Columbia University. Former operating executive who scaled a multi-market services business, with experience in private equity and lower-middle-market acquisitions.

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