

Overview

Osceola Capital Management is a Tampa-based private equity firm that invests in lower middle market services companies. Our strategy is to partner with exceptional management teams and drive long-term value creation through a combination of strategic acquisitions, internal growth initiatives, and operational improvements. We offer a unique blend of operations and transaction experience to help support our management teams – principals of Osceola have served in C-suite positions of businesses they have founded, grown, and ultimately sold to private equity funds, and we have completed over 100 acquisitions as both private equity investors and operators. Osceola was founded in 2014 and has \$160 million in assets under management. Our current fund had a final close at its hard cap in June 2020 with total commitments of \$125 million. Since launching the current fund in mid-2018, Osceola has completed 8 platform investments and over 60 add-on acquisitions.

Business and Industry Attributes

- Unique value proposition and sustainable competitive advantages
- Strong and experienced management teams
- Recurring revenue base with limited concentration
- Strong margins and high free cash flow generation
- Industry structures supportive of buy-and-build strategy

Platform Investment Financial Criteria

\$5 - 75M

Revenue

\$2 - 10M

EBITDA

10+

Total Platforms

60+

Total Add-ons

Investment Sourcing and Business Development Contacts

Our team of investment professionals, with decades of both private equity and C-suite operations experience, is actively looking for new opportunities to invest in lower middle market companies with significant growth potential

Deal Opportunities & Portfolio Inquiries

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Where We Invest



**BUSINESS
SERVICES**



**FACILITY &
INDUSTRIAL
SERVICES**



**HEALTHCARE
SERVICES**



**TECH-ENABLED
SERVICES**

Current Portfolio

COMPANY	BUSINESS DESCRIPTION	Add-On Criteria
 <p>REVELATION PHARMA CORPORATION Jan 2021 HQ: Denver, CO</p>	<p>Revelation Pharma is a provider of specialty pharmacy compounding services offering customized compounded pharmaceuticals in multiple dosages and delivery forms to physician offices and veterinary clinics across the US</p>	<ul style="list-style-type: none"> • 6 Closed • 503A pharmacy compounding • 503B pharmacy compounding • Human and veterinary pharmacy compounding
 <p>INDUSTRY SERVICES CO. INC. Since 1964 Aug 2020 HQ: Mobile, AL</p>	<p>Industry Services Co is a prover of industrial maintenance services, including refractory maintenance, mechanical services, plant maintenance, and field tank services</p>	<ul style="list-style-type: none"> • 5 Closed • Refractory maintenance • Mechanical and plant maintenance • Industrial maintenance and turnaround/shutdown services
 <p>Central Medical Supply Group Jun 2020 HQ: Flanders, NJ</p>	<p>Central Medical Supply Group is a provider of outsourced durable medical equipment management solutions to hospice agencies and facilities</p>	<ul style="list-style-type: none"> • 1 closed • Hospice DME management • Respiratory, wound care, and home health supply distribution
 <p>PayrHealth Dec 2019 HQ: Austin, TX</p>	<p>PayrHealth is a provider of payor contracting, credentialing, RCM, and consulting services to physician offices, medical groups, hospitals, ASCs, health systems, and DME providers nationwide</p>	<ul style="list-style-type: none"> • 3 Closed • Payor contracting • Healthcare revenue cycle management
 <p>TENDIT Aug 2019 HQ: Denver, CO</p>	<p>Tendit is a provider of pressure washing, asphalt maintenance, landscaping, pavement marking & striping, window cleaning, snow removal, power sweeping, and other exterior facilities services to commercial and municipal clients</p>	<ul style="list-style-type: none"> • 6 Closed • Exterior facilities services • Select interior facilities services
<p>Quote.com Dec 2018 HQ: Tampa, FL</p>	<p>Quote is a digital customer acquisition marketing business that procures leads through its portfolio of high-traffic web domains, serving the auto, home, life and health insurance and legal markets</p>	<ul style="list-style-type: none"> • 26 Closed • Organic search lead generation • Paid search lead generation • End markets including auto, home, life, and health insurance; legal and financial services
<p>TALENT GROUP Jul 2018 HQ: Houston, TX</p>	<p>Talent Group is a provider of temporary IT and life sciences professionals to corporations nationwide</p>	<ul style="list-style-type: none"> • 3 Closed • Temporary IT staffing • Temporary staffing for life sciences, finance, accounting, and administrative
<p>FORWARD SOLUTIONS Jun 2017 HQ: Chicago, IL</p>	<p>Forward Solutions is a provider of outsourced sales and marketing services to sanitation, safety, disposables, packaging, and foodservice equipment and supply manufacturers</p>	<ul style="list-style-type: none"> • 13 Closed • Manufacturers' rep agencies • Outsourced sales and marketing services
 <p>O'Cloud Ventures Jan 2017 HQ: New York, NY</p>	<p>O'Cloud is a provider of cloud-based web hosting services, including shared, VPS and dedicated hosting services</p>	<ul style="list-style-type: none"> • 7 Closed • Web hosting services
 <p>CMS Industrial Technologies Jun 2016 HQ: Gainesville, GA</p>	<p>CMS Industrial Technologies is a supplier of customer-engineered printing systems, moisturizers, laminators, slitters, roll coaters, and a variety of material handling equipment and systems for the converting industry</p>	<ul style="list-style-type: none"> • Not currently seeking add-ons