



Mt. Auburn Partners acquires and actively operates small to mid-sized service companies with exceptional potential, providing their owners with liquidity on flexible terms and ensuring the continuity of their business



## Overview

Mt. Auburn Partners is an investment firm specialized in the acquisition and management of service companies with \$10-\$30 million in revenues. Through a change in ownership structure we provide liquidity, growth capital and management resources to established companies with exceptional potential. We believe that successful companies are measured by the long-term value they create for their customers, employees, stakeholders and communities.

## Investment Focus

### Company Characteristics

- Service companies with recurring revenues
- Three or more years of profitable operations and strong reputation
- Market leadership or solid growth potential
- Diverse customer base with high retention rate

### Geographical Focus

- United States, Canada

### Financials

- EBITDA of \$2.0 - \$6.0 million
- EBITDA margins of at least 15%

### Target Markets

- Growing or relatively stable industries
- Products providing significant value-added to customers

## Benefits to Business Owners

Mt. Auburn Partners offers a unique value proposition to business owners by providing financial liquidity on flexible terms and the managerial experience required to ensure ongoing success.

- We purchase companies at fair market value and are not seeking distressed situations
- We take special care to consider your needs with regards to estate planning, tax issues, and family members who may want to remain with the company
- Owners have the opportunity to stay involved at various levels with the business, if desired, after the transaction
- We invest for the long term, and value continuity, stable employee relations and strong community standing for any business we invest in
- Our management and investors are made up of successful entrepreneurs and executives. We understand business owners' concerns and unique situations when it comes to considering change of ownership



## Management Team

Mt. Auburn Partners represents the capital and talent of over 25 business executives and institutional investors. The group has experience in hundreds of buyout transactions as both business owners and professional investors. We invest in companies that we can grow through an investment of our capital, time, and expertise. For the companies we buy, Mt. Auburn Partners offers the chance to grow in value under the leadership of some of the nation's most successful business leaders.

**Malte Bernholz, General Partner.** Prior to co-founding Mt. Auburn Partners, Mr. Bernholz was a strategy consultant at McKinsey & Company, where he helped Fortune 500 financial services companies solve critical operations and technology issues. Previously, he worked as a consultant at Accenture and as a worldwide PC production planner at Hewlett-Packard. Mr. Bernholz received an MSc in Industrial Engineering and Management with highest distinction from Institut National Polytechnique de Grenoble, France, and received the Graduate Certificate of Management of Technology from Berkeley. He is fluent in six languages.

**Joel Milne, General Partner.** Prior to co-founding Mt. Auburn Partners, Mr. Milne founded and operated two multimillion-dollar companies. He founded Season Ticket Networks, the leader in season ticketing software, serving over 50 professional sports teams. He also founded nCode Technologies, an international IT consulting firm. Additionally, Mr. Milne served as a Deputy Director for Governor Mitt Romney's 2002 election campaign. He received a BSc in Engineering from Queen's University and an MBA with distinction from Harvard.

**Harrison Augur, Limited Partner.** Mr. Augur is a co-founder of CA Partners, an asset management firm, and a general partner of Patience Partners, a private investment partnership. Previously, he practiced corporate law at Shearman & Sterling, and worked for a French private bank. Mr. Augur received a BA from Yale, an LLB from Columbia, and an LLM from NYU Law.

**William Bridgen, Limited Partner.** Mr. Bridgen is President of Magna Entertainment Corp's (NASDAQ: MECA) sports television network. Previously, he was VP of Affiliate Relations with Fox Sports Net/Fox Cable Networks. Mr. Bridgen was also a Partner at Keesal, Young & Logan, a securities law firm in Los Angeles.

**Bradford Brown, Limited Partner.** Mr. Brown is a senior partner at McKinsey & Company and Location Manager in the Northeast U.S. for its Business Technology Office. Previously, he was Managing Director of Arthur D. Little's North American information technology practice. Mr. Brown received his BA cum laude from Dartmouth, an MSEE in Computer Sciences from UPenn, and an MBA with distinction from Wharton.

**Craig Burr, Limited Partner.** Mr. Burr is a founder of Burr, Egan, Deleage & Co., a private investment firm with over \$400 million under management. His career has been devoted almost exclusively to venture capital activities, and he has backed numerous leading growth companies. Previously, Mr. Burr was a Partner at TA Associates. He received his BA cum laude and his MBA from Harvard.

**David Carver, Limited Partner.** Mr. Carver was CEO of HiFive Networks, Executive VP and GM of Network Associates, COO of Network General, and was an executive at Hewlett-Packard for 19 years. He spent 1 ½ years as an Entrepreneur in Residence at Institutional Venture Partners, an early stage venture capital firm. Mr. Carver has a BS in Mathematics from the University of Arkansas and an MBA from Stanford.

**Owen Colligan, Limited Partner.** Mr. Colligan is a Principal of RockWood Equity Partners, a private equity firm he co-founded. Previously he worked in the New York and Hong Kong offices of Kelley Drye & Warren as a corporate attorney specializing in mergers and acquisitions. Mr. Colligan received a BS in finance from the University of Buffalo, a JD from NYU and an MBA from Harvard.

**David Frankel, Limited Partner.** Mr. Frankel co-founded The Internet Solution, which was subsequently acquired by Dimension Data Holdings (LSE: DDT), one of the world's largest IT services companies. In 1999, he received the Financial Mail's "South African Technology Achiever of the Century" award. He is a member of the World Economic Forum and was selected as 1 of 100 "Global Leaders for Tomorrow". Mr. Frankel holds a degree in Electrical Engineering from University of the Witwatersrand and an MBA from Harvard as a Fulbright Scholar.

**Paul Furlow, Limited Partner.** Mr. Furlow is Co-President of Dixon Midland Company, a private equity firm he co-founded. Previously he was Co-President of Tech Lighting, a manufacturer of architectural lighting systems, a management consultant at McKinsey & Company, and an investment banker at Wasserstein Perella & Co. He received an undergraduate degree from University of Michigan and an MBA from Stanford.

**Brent Jones, Limited Partner.** Mr. Jones is a co-founder of Northgate Capital Group, an institutional investor in leading private equity funds. He has participated in several start-up investments that led to successful acquisitions or IPOs, including VA Linux, Assured Access, Nvidia, Netro, RightWorks, and Verisity. He holds a BS in Economics from University of Santa Clara and is a member of the university's Board of Regents.

**Brett Keith, Limited Partner.** Mr. Keith is a Principal of RockWood Equity Partners, a private equity firm he co-founded. Previously, he worked as an investment banker in Mergers & Acquisitions at Lehman Brothers. He was also a financial consultant and CPA at Grant Thornton and Arthur Andersen. He received a BA in finance and accounting from the University of St. Thomas, and an MBA from Harvard.



**Richard Kelley, Limited Partner.** Mr. Kelley has been an operator, owner, and investor in numerous small businesses and start-ups for the past 15 years. His experience includes: CFO of Score Learning Centers, CEO of San Jose Giants, General Partner of two hotels, developer and owner of houses and office buildings, and investor in successful start-ups such as Coinstar, PLX Technology, Concept Therapeutics. He received his BA and MBA from Stanford.

**Aaron Mobarak, Limited Partner.** Mr. Mobarak is Co-President of Dixon Midland Company, a private equity firm he co-founded. Previously, he was Co-President of Tech Lighting, a manufacturer of architectural lighting systems, and worked at McKinsey & Company as management consultant, and at Arthur Anderson in corporate restructuring. He received an undergraduate degree from the University of Illinois and an MBA from Harvard.

**Andrew Nichols, Limited Partner.** Mr. Nichols is a former partner and chair of Choate, Hall & Stewart's Business Department, where he has represented investment firms, private and public companies for over 40 years. He was chair of Boston Bar Association's Corporate Law Committee. He is also listed in The Best Lawyers in the US, and has served on several corporate boards. He received his AB summa cum laude from Dartmouth and his LLB from Harvard Law.

**Michael O'Connell, Limited Partner.** Mr. O'Connell was the Managing Director and President of Anhalt, O'Connell & Steffanci, an investment management firm with \$1 billion under management. Previously, he owned and operated the Los Angeles and Long Beach Harbors' ship mooring company. He received his BA and MBA from Harvard.

**Daniel Resendiz-Carrillo, Limited Partner.** Mr. Resendiz is the Founder and Managing Partner of Axan, a Strategy Consulting and Investment Banking firm in Mexico City. Previously, he was a senior partner at McKinsey & Company where he served Fortune 500 companies in the banking and retail industries for 12 years. Mr. Resendiz received his PhD in Public Policy from Carnegie-Mellon.

**David Rodriguez-Fraile, Limited Partner.** Mr. Rodriguez-Fraile is a private equity professional with Goldman Sachs. Previously, he worked at Apax Partners. He was also a professional athlete and served as captain of the Real Madrid and Spanish National junior soccer teams. Mr. Rodriguez-Fraile received his MBA from Harvard.

### **Mt. Auburn Partners, LLC**

321 Summer St.  
Fifth Floor  
Boston, MA 02210

**Phone:** (617) 848-9255

**Fax:** (617) 507-6412

**Email:** info@mtauburnpartners.com

[www.mtauburnpartners.com](http://www.mtauburnpartners.com)

**James Southern III, Limited Partner.** Mr. Southern is the CEO and President of Continental Fire & Safety Services, a company serving the fire suppression industry. Previously, he was the Chairman and CEO of Uniform Printing, a niche printing business he purchased in a leveraged buyout. He is a board member of Direct Mail USA, Amersham, and two non-profit organizations. He received his BA from Southwestern University and his MBA from Harvard.

**Martin Stapleton, Limited Partner.** Mr. Stapleton is an investment professional with Ziff Brothers Investments. Previously, he worked at Atticus Capital, a hedge fund with over \$3 billion under management. He was also an investment professional at Goldman Sachs and a management consultant at McKinsey & Company. He received his HBA from the Richard Ivey School of Business and his MBA from Harvard.

**Howard Stevenson, Limited Partner.** Prof. Stevenson is the Sr. Associate Provost for Harvard University and Sr. Associate Dean at Harvard Business School. He has authored or participated in six books, 41 articles, and over 150 case studies. He was a founder and the first president of the Baupost Group, an investment firm he grew to over \$400 million in assets. He received his BS in mathematics with distinction from Stanford, and his DBA and MBA with high distinction from Harvard.

**Jared Stone, Limited Partner.** Mr. Stone is a Partner at Northgate Capital Group, an institutional investor in leading private equity funds. Previously, he was an investment professional at Bain Capital, and worked at GSC Partners, Onex Corporation and McKinsey & Company. He received his BA in Honors Economics from Brigham Young University as valedictorian, his JD from Yale Law, and his MBA from Harvard as Baker Scholar.

**Tommy Vardell, Limited Partner.** Mr. Vardell is a co-founder of Northgate Capital Group, an institutional investor in leading private equity funds. He is a Managing Member of Northgate Private Equity Partners and University Technology Ventures. He holds a BS in Industrial Engineering from Stanford.

**Alpine Investors, Limited Partner.** Alpine Investors is a private equity firm with \$120 million under management based in San Francisco. The firm focuses on investments in companies with EBITDA's between \$2 and \$15 million, and its capital provides full or partial liquidity to entrepreneurs, family members, estates, passive investors or corporate owners. Alpine's growing portfolio currently includes eight middle market companies.

