

Ten:34 Partners is a specialized investment firm focused on providing tailored solutions to meet *your* objectives. We partner with founders, entrepreneurs and executives of lower middle-market businesses as you navigate options to accomplish your personal and business objectives.

Ten:34 Partners approach to investing is substantially focused on matching proven executive talent with lower-middle market opportunities. We execute this strategy either through partnering with these executives during a targeted search or supporting opportunistic strategies to uncover hidden value in micro businesses.

## WHY TEN:34

We started Ten:34 Partners because we believe *Partner* has become of a bit of a cliché in financial services and business. We understand that we didn't spend the early nights sitting up worrying about payroll or losing an important customer. However, what Partner means to us is that we put your objectives and desires first and will work in tandem to make sure that we achieve your stated result. Our diverse operating, advisory and investing experience is applied to get you the outcome you desire.

## INDUSTRY FOCUS

- Healthcare
- Business Services

## TYPICAL SIZE CHARACTERISTICS

- Revenue \$5 - 30M
- EBITDA \$1 - 5M
- Enterprise Value < 20M

## TYPE

- Provide debt or equity
- Prefer founder-led or private family businesses
- Management buyouts
- Shareholder liquidity events

## WHAT WE DO

- Assess current customer base for risk/opportunity
- Supplement your team, if desired, with Ten:34 resources
- Provide key introductions

## The Ten:34 Partner's Advantage



Patient, nimble capital with laser focus on 3-5 portfolio companies



Extensive network of proven executives as advisors in the investment process



60+ years of combined experience generating value

We welcome investment proposals and referrals. Please direct them to:

**Ken Marblestone**  
Managing Partner  
(216) 903-6093  
kenm@ten34.com

**Justin Stark**  
Managing Partner  
(440) 975-6879  
justins@ten34.com



## CURRENT ACTIVITY

Medical Dx Platform	Preeminent medical diagnostic vendor serving the worker's compensation, auto, general liability and disability insurers.
Managed Services	Differentiated managed IT services with a focus on cloud services, data analytics, cyber security and other managed communication.
Aging in Place	Targeted search for a supplier, distributor or provider of services focused on senior care. Monthly recurring patient flow is the top criteria.

## SELECT PAST EXPERIENCE (prior to the formation of Ten:34 Partners)

<p><b>Healthcare &amp; Business Services</b></p> <p>Type: Growth Capital Date: 2016</p> <p>Debt &amp; Equity \$10,400,000</p>	<p><b>Healthcare</b></p> <p>Type: Buyout Date: 2018</p> <p>Equity \$7,700,000</p>	<p><b>Business Services</b></p> <p>Type: Sale of ESOP Date: 2019</p> <p>Equity N/A</p>	<p><b>Healthcare &amp; Business Services</b></p> <p>Type: Growth Capital Date: 2015</p> <p>Debt &amp; Equity 12,000,000</p>
<p><b>Business Services</b></p> <p>Type: Growth Capital Date: 2019</p> <p>Debt &amp; Equity \$30,000,000</p>	<p><b>Healthcare</b></p> <p>Type: Growth Capital Date: 2016</p> <p>Equity \$10,000,000</p>	<p><b>Healthcare</b></p> <p>Type: Buyout Date: 2015</p> <p>Equity \$8,200,000</p>	<p><b>Business Services</b></p> <p>Type: Buyout Date: 2006</p> <p>Equity \$5,200,000</p>

## RELEVANT CASE STUDY

- Proprietary sourced
- Control investor & Chair of the Board
- Assisted founders to recruit new CFO and several leadership members
- Strategically altered staffing recruitment and retention model
- Made key client introductions
- Invested in technology upgrades

