

Partnering to Build a Leading Testing, Inspection, and Calibration Services Company



The Thesis

- **Continued outsourcing** of non-core services, stability and **growth in U.S. manufacturing and industrial companies**, and **increasing regulations and complexity to comply** fuel demand for critical testing and calibration services
- A **successful industry entrepreneur** (the "Executive") is partnering with Huron Capital to build a national organization focused on delivering facility and infrastructure testing, equipment validation, and calibration services within industrial end markets
- Huron Capital's experience in **partnering with founder-owned businesses**, in addition to the Executive's experience as a founder, CEO, and seller of a calibration and testing, inspection, certification, and compliance ("TICC") organization, presents a **unique partnership opportunity**
- We will provide an integrated, tech-enabled backbone to **drive operational efficiencies** and scale your business into a national powerhouse so **you can focus on what you do best**: developing customer relationships and delivering quality service



Core Focus Areas



High Cost & Consequence of Equipment or Structural Failure



Mix of In-Field and Laboratory Services



Precision Equipment Validation & Calibration



Asset Integrity & First Article Inspection

About Huron Capital

Based in Detroit, MI, Huron is a **leader in growing lower-middle market critical services** companies, by providing resources to help companies professionalize operations, improve service offerings, execute M&A strategies and access new markets.

Huron Capital has managed over \$1.8 billion on behalf of a global institutional investor base. We fulfill our commitment to all stakeholders by employing a repeatable playbook to drive thoughtful value creation, showcased in over 270 acquisitions since the firm's inception.





The Executive

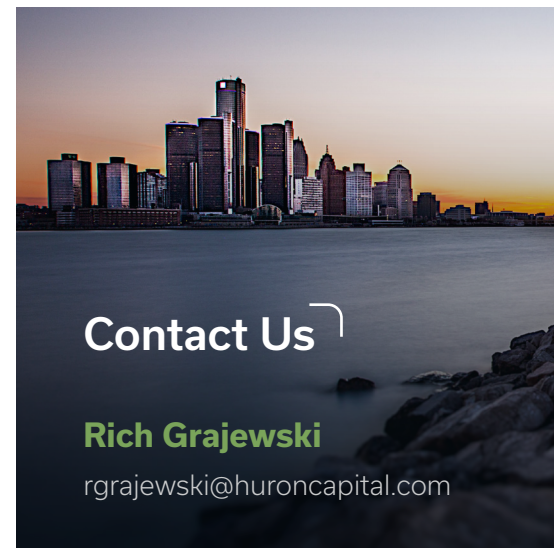
- Our Executive **grew the business he founded to \$200mm+ in revenue** through a combination of organic growth and a series of strategic acquisitions
- The Executive started in the field as a technician and engineer and **saw an opportunity to provide customers and employees a superior experience** to what the larger organizations could provide. As his startup quickly became a high-growth company, he looked for a private equity partner to fund continued investments and help the business achieve scale
- In partnership with the private equity partner and leadership teams of the acquired companies, the business was able to take wallet share from larger competitors, **build a culture of growth and customer service that provided new career growth opportunities, reduced turnover, and allowed for adoption of leading technology and service delivery models** that are industry standards today

A Message from our Executive

“Two things should drive all decisions we make as leaders: our client relationships, and the men and women that go into the field and lab to provide a better future for their family”

ExecFactor

- ExecFactor is Huron's **proprietary, thematic investment strategy**, in which a specific thesis is developed in conjunction with a successful industry executive and committed capital provides a roadmap for partnering with founder-owned businesses to create a national, scaled organization
- Huron's dedicated team deploys a **repeatable value-creation playbook** to build successful businesses and take them to the next level. The focused thesis
- Pairing **world-class industry executives** with a sector-focused approach drives successful outcomes for the companies with which we partner



Contact Us

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Huron Capital's Experience in Testing, Calibration, and Facility Services



EXIGENT

