

FIRM OVERVIEW

Founded in 2018, TELEO Capital is an operationally-focused PE fund targeting lower middle market enterprise software, tech-enabled services and health care IT businesses. TELEO's partners have been involved in over 130 transactions.



INVESTMENT CRITERIA

Focus:

- Targeting smaller, complex transactions to help create value through operations

Investment Criteria:

- \$10M - \$50M of recurring / re-occurring revenue
- Profitability not required
- Capital efficient/asset-light models
- North America, Europe, Australia

Extensive Operational Resources:

- 14-person operations team
- 4 experienced operations partners
- Operational excellence center in Boise, ID

TRANSACTION TYPES

Financing Sizes:

- Control Transactions
- Equity Check: \$10M - \$50M
- Total Enterprise Value: Up to \$100M
- Change of control or path to do so

Transaction Types:

- Partnerships, corporate divestitures, recapitalizations, special situation, buy & build
- Partners have completed over 55 corporate carve-outs

Significant Capital Resources:

- Currently investing out of \$250M institutional fund

SECTOR FOCUS

SOFTWARE & TECH-ENABLED SERVICES



VERTICAL SOFTWARE



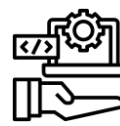
HORIZONTAL APPLICATIONS



INFRASTRUCTURE TECHNOLOGY



FINANCIAL TECHNOLOGY



MANAGED SERVICES



SUPPLY CHAIN



DEVOPS



INDUSTRIAL TECHNOLOGY



REGULATORY TECHNOLOGY



FRONT OFFICE SOFTWARE

HCIT



Provider SaaS & Services



Payer SaaS & Services



Life Science SaaS & Services



Employer SaaS & Services

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“EMPOWERING BUSINESSES TO PERFORM AND EXECUTE”

PORTFOLIO COMPANY	DESCRIPTION	FOLLOW-ON ACQUISITIONS
CORPORATE CARVE-OUTS		
	<p>Enterprise SaaS application to manage the inflight catering services and galley space planning for the airline industry.</p>	<p>FOCUS: Inflight logistics management including catering, maintenance, entertainment, HR, baggage, etc.</p>
	<p>Cybersecurity and compliance software solutions for global infrastructure providers and industrial control systems (ICS).</p>	<p>FOCUS: OT cybersecurity software selling into ICS end-markets</p>
	<p>Cloud-based software solution for golf courses to provide tee time scheduling, point-of-sale, pricing, inventory management, marketing and reporting.</p>	<p>FOCUS: Golf course management solutions including tee sheet, tournament management, POS, turf maintenance, customer experience, etc.</p>
	<p>Third-party administration (TPA) solutions for the senior and eldercare markets including accident and health, disability, and Medicare supplements</p>	<p>FOCUS: TPA's focused on long-term care, workers compensation or other complex claims. Technology to reduce costs (payor or provider), data management, claims technology</p>
	<p>Technical content management solutions that enable global aviation and aerospace customers to create, publish and streamline critical content Including maintenance procedures.</p>	<p>FOCUS: Mission critical, highly-complex technical publishing within aviation, manufacturing, DoD, etc.</p>
RECAPITALIZATIONS		
	<p>Wealth management software platform that provides automated, value add services to advisors/investors</p>	<p>FOCUS: Wealth technology for the front, middle, and back office in the US, Canada, and Europe</p>
	<p>Enterprise project portfolio management (PPM) software to help corporations align strategic projects.</p>	<p>FOCUS: Strategic portfolio management software and services</p>
SPECIAL SITUATION		
	<p>Fleet management & logistics software solutions for long-haul and local fleets. Offers a mileage and routing software solution to carriers, shippers and third-party logistics providers.</p>	<p>FOCUS: Fleet management technology, including point solutions focused on compliance, data & analytics, connected vehicles, routing, maintenance, and safety</p>
	<p>Sharpen offers a cloud-native contact center platform solution for mid-size to enterprise businesses in industry verticals such as financial services, technology, retail, healthcare, and outsourcers</p>	<p>FOCUS: CCAas, WFM/WFO, Vertical focused point solutions, CRM, Predictive Dialer</p>