

ACQUISITION STRATEGY

Montrose Legacy Partners is a private investment firm seeking to acquire and operate a single high-quality business. We provide a permanent home for your company, protecting your legacy and employees.

REVENUE	EBITDA	MARGINS	GEOGRAPHY
\$5M – \$40M	\$1.5M – \$6M	10%+	Northeast, DC, & South Florida

CERTAINTY OF CLOSING

Backed by Committed Private Capital with capacity to fund acquisitions up to \$35M (Total Value), we offer the speed of a professional buyer with the flexibility of an individual:

- **Committed Funding:** Equity provided by a dedicated investor group. No broad fundraising.
- **100% Buyout:** Full liquidity for the exiting owner.
- **Majority Recap:** Owner rolls equity to participate in future growth.
- **Flexible Terms:** Seller financing and real estate lease-back options.

AREAS OF INTEREST

B2B Services

Commercial maintenance, facility services, professional services.

Niche Manufacturing

Engineered products, high-margin components, light assembly.

Tech-Enabled Services

Vertical software or traditional service businesses modernized by proprietary technology

Distribution

Value-added distribution with exclusive territories.

BUSINESS ATTRIBUTES

- **Revenue Quality:** High recurring or re-occurring revenue with low churn.
- **Differentiation:** Defensible niche with a loyal customer base.
- **Operations:** Low to moderate capital intensity. Simple business model.
- **Management:** Owner seeking transition. Key employees willing to stay.



Matt Rothberg
PRINCIPAL & OPERATOR

I began my career fixing computers out of the back of my car, eventually building a profitable IT services firm serving hundreds of clients across Long Island. I successfully exited that business after years of learning the fundamentals of service excellence, standardized processes, and customer loyalty.

I then transitioned to enterprise technology, holding leadership roles at Cisco and WWT. I managed complex global accounts and cross-functional teams, solving intricate operational and technical problems in high-stakes environments. These experiences sharpened my discipline around pricing, logistics, and consistent profitability.

Now, backed by committed capital up to \$35 million, I am returning to my roots. I am looking to find, buy, and personally operate one great business.

GET IN TOUCH

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