



# BUFFALO POINT PARTNERS

Building businesses in the lower middle market

## BUFFALO POINT PARTNERS SEEKS TO:

- Acquire and operate a growing software, recurring services, or light manufacturing business in the United States as part of a business owner's succession plan
- Partner with management to execute on a shared vision for value creation
- Target opportunities where our experience positions us to be value-added
- Ensure a company's continuity of culture and purpose through our long-term focus

## WHY BUFFALO POINT PARTNERS?

- Flexible, entrepreneurial, and long-term focused alternative to selling to a competitor or traditional private equity
- Exit option with a built-in succession plan
- Focus on long-term profitable growth with flexible, patient capital base
- Holding periods dictated by business and management; potentially decades

## INVESTMENT CRITERIA

> \$2 million ARR (for software) or cash flow  
Based in the continental United States  
Recurring revenue or customers  
Favorable growth tailwinds  
Low capital intensity  
High return on tangible capital

## GROWTH TAILWINDS OF INTEREST

Data and digital transformation  
Decarbonization and renewable energy  
E-commerce and communications bandwidth  
Industrial automation and IoT  
Payments and financialization  
Supply chain modernization

## TRANSACTION TYPES

- Entrepreneur- or family-owned business in transition – we will carry on your legacy
- Flexibility to consider complex situations and opportunities not a fit for traditional PE
- Control buyouts

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