BC

Boudrow Capital

INDEPENDENT SPONSOR — LOWER MIDDLE MARKET

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Ricky Boudrow

MANAGING PARTNER • INDEPENDENT SPONSOR

Led by a Managing Partner with a decade of leadership in technology operations at firms like Klaviyo and Loxo, Boudrow Capital identifies high-cash-flow businesses with strong reputations that are ready for a modern operational layer. We are supported by an advisory board of veteran operators who have built and exited successful enterprises.

Klaviyo | Loxo | Tech Operations | M&A Execution | Platform Acquisitions

INVESTMENT PARAMETERS

TARGET EBITDA $500K – $1.5M	ENTERPRISE VALUE Up to $6.5M	REVENUE QUALITY 60%+ Recurring
MANAGEMENT Tier-2 Required	GEOGRAPHY New England	CLOSE TIMELINE 90 Days

TARGET COMPANIES

Compliance & Inspection

Fire alarm & sprinkler inspection • Backflow testing • Elevator & life-safety inspections • Environmental compliance testing

Service-Focused Trades

HVAC service & maintenance • Plumbing service businesses • Electrical service providers

Security & Low-Voltage

Access control systems • Video surveillance systems • Alarm & monitoring services (MRR)

Route-Based B2B Services

Waste & recycling services • Grease trap & environmental services • Linen & uniform services • Recurring delivery businesses

Contracted Facility Services

Commercial cleaning (long-term contracts) • Property maintenance • Specialized janitorial (medical, industrial)

Niche B2B Distribution

Industrial supplies • Maintenance consumables • Specialized equipment with repeat purchasing

FOR M&A INTERMEDIARIES

Active, Funded, and Ready to Close.

We prioritize speed, transparency, and disciplined execution. We bring a focused process to qualified opportunities through established lender relationships, a practical acquisition approach, and a network of experienced operators and capital partners. We move quickly, communicate clearly, and aim to provide counterparties with high confidence throughout the transaction process.

Responsive Process
NDA turnaround within 24 hours for qualified opportunities.

Disciplined Underwriting
Focused review process designed to move efficiently on mandate-fit deals.

Lender Relationships
Established relationships with regional lenders for acquisition financing.

Fast CIM Review
Initial feedback on CIMs typically provided within 48 hours.

REQUIRED CHARACTERISTICS

- ✓ 60%+ recurring revenue via MSAs or compliance
- ✓ Tier-2 management layer in place
- ✓ High switching costs & regulatory moats
- ✓ Institutional or government client base
- ✓ Certifications held by company, not owner

TYPICALLY NOT A FIT

- ✗ Founder-dependent / no middle management
- ✗ Daily field scheduling by ownership required
- ✗ Project-only revenue / limited recurrence
- ✗ Residential-heavy service models