

GLOBE EQUITY PARTNERS

PROVIDING CAPITAL AND EXPERTISE TO CREATE VALUE IN SOFTWARE

Overview

Globe Equity Partners is an investment firm formed to identify and invest in mid-market software companies. We seek to invest in and actively manage a privately held US company in order to create long term enterprise value. Globe Equity Partners is backed by experienced operators with proven track records in software, and by a seasoned group of investors. We strive to provide business owners with an attractive exit opportunity by delivering capital, providing management expertise, and ensuring continuity to customers and employees.

Advantages

Globe Equity Partners can provide flexibility in transaction structure and post-investment seller involvement for owners or corporate spinouts and divestitures. We have a quick and efficient investment process. The firm has a long-term approach to investing, and strives to maintain the quality and reputation of the existing business.

Our Investors

Institutional Investors: Alpine Investors; Housatonic Partners; Peterson Partners; Pacific Lake Partners; RATAVA Partners; and RHV Capital.

Individual Investors: A.J.Wasserstein (Oak Drive Capital); Bob Dahl (Arrowhawk Capital Partners); Christoph Ludwig (SAP); Hiten Varia (m9 Tech Solutions); Jim Ellis (Stanford GSB); Keith Gillespie; Kevin Taweel and Gerald Risk (Asurion); Kent Weaver (Granite Point Partners); Rafael Somoza and Jose Stella (Ashford Equity Partners); Tom Cassutt and David Lazier (TD Investment Company); Sandro Mina (Sverica); Tim Ludwig (Ohana Capital); and Todd Sandoz (Credit Suisse).

Managing Partners

Mahesh Rajasekharan



Mahesh is a Senior Software Executive with a 14 year track record managing Sales, Marketing, Services, Operations, Strategy, Acquisition Integration, and P&L. Dramatically increased company valuation. Recently COO of \$100M business at SumTotal with 250 people. Previously VP and General Manager of \$60M High Tech Business at i2 with 150 people. PhD, Industrial Engineering, Texas A&M. MBA from Haas, U.C. Berkeley; graduated No. 1 in his class.

Sumit Garg



Sumit is a Senior Technology Executive with 13 years of experience in managing Investments, M&A, Strategy, Marketing, and Engineering. Experienced in instilling operational excellence, acquisition integration, and developing growth strategy. Recently Chief of Staff and VP Corp. Dev. at SumTotal Systems. Previous roles include Investment Banking at GCA Savvian, and Venture Investments at VISA Ventures. MBA from Haas, U.C.Berkeley, and B.Tech from IT-BHU (part of IIT-JEE).

Investment Criteria

Software for the following verticals (partial list)

- Healthcare (Hospitals & Clinics, Pharma, EMR)
- Energy (Oil & Natural Gas, Power Plants)
- Business Services (Financial, Legal, Consulting)
- Supply Chain Management & ERP
- High Technology
- Retail

Financial

- Revenue: \$5M - \$30M
- EBITDA Margin: 0-10%
- Total Enterprise Value: \$5M - \$30M
- Recurring Revenue: At least 50%

Company-Specific

- Unique and distinctive competitive advantage
- Dominant market position in a specific niche
- Fragmented customer base
- 2+ years of profitable operations
- Proven product with mature technology

Market Fundamentals

- Creates quantifiable value for customers
- Serves growing industry segments

Geography

- The contiguous United States

* Globe Equity Partners does not invest in start-ups, turnarounds, or bankruptcies. *

* We welcome intermediaries and brokers. *

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