



THE INKWELL GROUP

About The Inkwell Group

Based in Cleveland, OH and Washington D.C., The Inkwell Group is a growth and operations oriented private equity firm focused on control investments in innovative lower middle-market manufacturing and service companies. The Inkwell Group was founded with a vision to build upon the story of our companies by creating a vibrant culture that cultivates innovation and ignites significant growth. We partner with management teams to enhance their executive and boardroom leadership with diverse talent, while maintaining focus on the personal, professional and economic aspirations of all stakeholders in a transaction.

Why Inkwell?

Experienced Relationship Investors

Inkwell’s founders possess over a decade of private equity, strategic advisory and operational experience. Collectively, the team has completed 20+ acquisitions and divestitures totaling \$3.0B+ of transaction value in their careers. We build active, cohesive relationships with founders/ owners and management.

Empower and Enhance Management Teams

Inkwell brings an inspiring network of operating partners to assist our companies. We provide real-time actionable insight and high quality resources for business expansion. Our partnership approach empowers management to thoughtfully pursue innovation and reach the next level of growth.

Transparent, Professional and Efficient Processes

Inkwell provides speed and certainty of close in a transaction as we bring seasoned deal execution and proven leadership experience to the lower middle-market. We value management’s time and customize our diligence process to ensure shared understanding throughout all phases of the transaction.

Our People, Reputation, & Culture

Leading with integrity is core to our foundation. Investing in our people and the communities they serve is paramount. These actions help create a culture full of entrepreneurial spirit, trust and a global perspective throughout our company.

Platform Investment Criteria

- Headquartered in US
- Up to \$10 mm of EBITDA
- Rapidly growing niche industries
- Clear and compelling value proposition
- Defensible market position
- Recurring or predictable demand for products / services
- Above-market revenue growth
- 15%+ EBITDA margin

Preferred Sectors

Innovative manufacturing and service companies in the below industries including but not limited to the sub-sectors indicated:

Industrial Manufacturing

- Industrial technology
- Aerospace and defense
- Industrial automation components and services

Media & Telecom

- Telecom software and equipment manufacturers
- Managed IT Services
- Enterprise and cloud computing

Healthcare & Life Sciences

- Pharmaceutical supplies and ingredients
- Medical equipment, supplies and distribution
- Health and wellness services and products

Financial Services

- Outsource providers to financial institutions
- Financial technology
- Financial management solutions

Transaction Situations

The Inkwell Group targets control investments across the following transaction types:

- Entrepreneur/family-owned recapitalizations or ownership transition
- Corporate divestitures
- Management buyouts
- Operating executive led company search
- Public to private transactions

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Empower

Develop

Mobilize