



Black Lake Capital

LET'S GO FOR THE WIN, YOUR WAY. TEAMWORK GETS IT DONE.

Our team shares your enthusiasm for your business. Your team and culture are the building blocks for our future success, and Black Lake Capital connects the big picture vision with the operational planning required to achieve your goals. Ultimately, our planning is putting the right people in the right roles and providing them with the resources needed to achieve their best.

Black Lake Capital invests in majority and substantial minority equity recapitalizations in leading middle-market technology and innovation-enabled businesses that meet our criteria.



\$2M+ IN EBITDA AND \$10M+ IN REVENUE

Cash-flow-positive companies across the US and Canada.



STRONG MANAGEMENT TEAMS

BLC looks to partner with executives who lead their respective industries and show a history of success.



BENEFITS FROM UTILIZING TECHNOLOGY

Black Lake looks to leverage technology and innovation to increase revenue growth and profitability.



MARKET-LEADING POSITIONS

Companies that create defensible, competitive positions naturally set themselves up to provide recurring revenue and pricing power.



POSITIVE INDUSTRY TRENDS

BLC wants to be in it for the long term. We use market research and our extensive executive network to look for positive trends.



SHARED VALUES

We seek business owners and managers who share our values of collaboration, commitment, and compassion.

Our team brings an extensive transaction background, prior to completing seven acquisitions on the Black Lake Capital platform. We are comfortable about what we know, and what we don't know. Our team will provide strategic guidance while enabling your team to drive day-to-day results.



CHARLES SCRIPPS
MANAGING PARTNER

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Chad brings more than a decade of investing in private and public businesses. His experience includes leading private equity firms [HIG Capital](#) and [AEA Investors](#), which manage \$37B and \$15B, respectively, as well as management consulting with [McKinsey & Company](#). He earned an MBA with Honors from the Wharton School and a BS in Chemical Engineering with Distinction from the University of Wisconsin.



AARON NACK
PARTNER

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Aaron is an entrepreneur with 25 years of experience as a founder, partner, investor, and advisor across a wide range of industries, including technology, manufacturing, logistics, and fashion. He bootstrapped the growth of digital transformation firm [AHEAD](#), from startup to \$250M in revenue, six offices, and 150 employees in seven years. The operational structure Aaron designed and implemented allowed the business to reach its current size of over \$1.0B in revenue. Aaron has a B.S. in Economics from the University of Wisconsin-Madison.



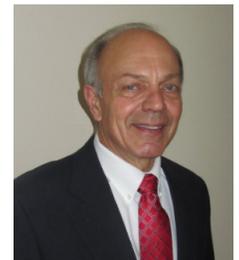
RICHARD GROVE
ADVISORY BOARD

Previously, Richard served as President and CEO of Milwaukee Electric Tool Corporation, a power tool company with over \$500M in annual sales. His background includes a range of acquisitions, divestitures, and financial transactions—including leveraged buyouts led by KKR and Merrill Lynch Capital Partners. He received his BS in Electrical Engineering from Cornell University and his MBA from the University of Pittsburgh.



LADON JOHNSON
ADVISORY BOARD

LaDon currently serves as CFO of [Icicle Seafoods, Inc.](#) Previously he was CFO of [Cibus](#), a trait development company and Advent, the world's fifth largest crop seed company. While with Cibus, he increased revenue sevenfold. He holds a BA in Business Administration from Iowa State University and is a Certified Public Accountant.



MARK STRANG
ADVISORY BOARD

Mark is the founder, owner, and operator of [American Industrial Motor Service \(AIMS\)](#), a provider of high-horsepower industrial motor, control, and switchgear services. During his nineteen-year tenure with General Electric, he served in plant manager positions throughout the Midwest. Mark has a BS in Mechanical Engineering from Michigan Technological University.

OUR SUCCESSES SO FAR

To date, Black Lake Capital has completed seven deals, including two add-ons. We are proud to have contributed to the marketplace gains of our portfolio companies and we thank these business leaders for partnering with us.



SET SOLUTIONS

This full-service provider of network security, secure remote access, and bandwidth management solutions is headquartered in Houston, Texas. Their areas of expertise include architecture and implementation, incident response and management, and vulnerability assessments.

After partnering with Black Lake Capital, Set Solutions has opened new offices in Austin and Dallas and also hired a new COO and CFO, along with almost thirty salespeople and engineers. BLC worked to enhance their financial reporting capabilities and helped them complete two audits.

We amended their credit facility to boost liquidity and fully return investors' capital.

A5 CORPORATION

A5, based in Pleasanton, California, guides businesses through their digital transformation journey with a focus on campaign-to-cash. As leading solutions providers and systems implementers, we modernize your business processes through our strategic methodology using industry-leading platforms such as Salesforce and Oracle.

To date, BLC has helped A5 by bringing in services outside of the Oracle CPQ offering, including SFDC and IBM-based SPM. A5 also hired a Controller and developed a budgeting process with our help. After completing the company's first audit, we assisted with their sales force development, including finding their Director of Sales. We are pursuing further acquisitions to enhance their Salesforce.com (SFDC) capabilities.

A5 was the first Salesforce Partner to reach Gold status.



TRAPP TECHNOLOGY

Phoenix-based Trapp Technology provides innovative solutions to its customers' most complex cloud, voice, security, and IT challenges. Its services are designed to appeal to the growing number of small-to-medium-sized businesses looking to implement solutions that reduce the total cost of ownership, align with internal resources, and leverage the skills and support necessary to achieve business goals.

BLC has helped Trapp to craft its go-to-market strategy, including a partner development program for its rapidly-growing Armor Point cyber security solution. Reselling partners can white-label the Armor Point solution increasing Trapp's penetration of the enterprise market.