



Our Focus

Knob Hill Partners is an investment team formed to uncover small- to middle-market acquisition opportunities. We seek to invest in and actively manage a privately held company in the United States, and to grow that enterprise to its full potential. Knob Hill can provide business owners with an attractive exit opportunity and deliver growth capital to the firm, ensuring continuity to customers, employees and the community.

Advantages

Knob Hill provides increased flexibility for absentee owners or managers looking to transition their role in the everyday operations of the business. Through growth and expansion, the partners are committed to maintaining the quality and reputation of the existing business.

Our Team

Managing Partners: Charlie Burckmyer and Scott Noll have over 15 years of combined sales and sales



management experience, and share a strong entrepreneurial background. They have demonstrated the ability to inject

top-line growth, deliver sound execution strategy, and create a unique and positive work environment for employees. Both earned an MBA from the F.W. Olin Graduate School of Business at Babson College.

Limited Partners: A.J. Wasserstein (Oak Drive Capital), Bob Dahl (Arrowhawk Capital Partners), Bill & Mark Egan (Marion Equity Partners), Craig Burr (8 Hubbard), Daniel Maier (PTC), Howard & Will Stevenson (Stevenson Family Investments, L.P.), Kevin Taweel (Asurion Corp.) Kent Weaver (Granite Point Partners), Steve Clearman & Tushar Shah (Kinderhook Partners, L.P.), Mike O'Connell (M2O Investments), Scott Asen (Asen & Co.), Dave Carver/ Rich Kelley / Jim Edmunds (Search Fund Partners)

Preferred Industries

Only a partial list:

- Technology-enabled business services
- Telecommunications back-office
- Subscription information services
- Business process outsourcing (healthcare, medical, financial, legal, HR)
- Software as a Service (SaaS)
- Healthcare Revenue Cycle Management

Targeted Criteria

Financial

- Revenues: \$10M- \$30M
- Annual free cash flows: \$2M - \$7M
- EBIT Margins: 15%+
- Total Enterprise Value: \$5M-\$50M

Company-Specific

- Unique and distinct competitive advantage
- 3+ years of profitable operations
- Strong potential for organic growth
- Excellent service offering in need of sales growth strategy

Business Fundamentals

- Demonstrate measurable and quantifiable cost savings to customer
- Operates in growing industry
- Products catered to small to medium-sized business customers

Geography

- The contiguous United States

Knob Hill Partners does not invest in turnarounds, bankruptcies, start-ups, retail, or restaurants

Contact charlie@knobhillpartners.com **or** scott@knobhillpartners.com -- **Phone: 617.391.9050**