



Volley Partners, LLC | [www.volleypartners.com](http://www.volleypartners.com)

## OVERVIEW

**Volley Partners, LLC** is a private investment company seeking to **invest, acquire and operate** one privately held business services company in the United States. The ideal candidate should have **sales in excess of \$5 million**, a history of strong, stable cash flows, and operating profits (EBITDA) of at least **\$2 million**.

**Volley** is willing to pay fair market value for a healthy business that will provide a solid foundation for future growth. Robin Mohapatra, the founder of **Volley**, will relocate and actively manage the company after the acquisition. Thus, **Volley** offers owner-operators **liquidity**, an **attractive exit option** and a **transition plan** for the next generation of the company.

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## INVESTMENT CRITERIA

We are interested in opportunities that involve management transition and/or owner retirement with the following preferred characteristics:

### Transaction Size

- \$10 to \$50 million
- EBTIDA > \$2 million
- Majority Control

### Preferred Financial Attributes

- Annual Growth > 10%+
- Operating Margins > 15%+
- Recurring / contracted revenues with good visibility

### Preferred Business Attributes

- Fragmented customer base
- Strong middle management
- Growth opportunities either through internal revenue growth or through acquisitions

### Situations Not of Interest

- Start-ups, turnarounds, venture financing, or minority investments

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## VOLLEY MANAGING PARTNER

Robin Mohapatra is the founder of **Volley Partners, LLC**. Prior to founding **Volley**, he was part of the founding team of a small financial services business which was acquired in 2015 by GAM, a publically-listed asset management group.

Previously, he was a private equity investor at Goldman Sachs and an investment banker at Citigroup. Most recently, he worked in operations at Google and Victoria's Secret. Robin started his career as a researcher in Antarctica for the U.S. Geological Survey. He has a M.S. in Management from Stanford's Graduate School of Business and a B.S. in Electrical Engineering from Johns Hopkins University.



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## CAPITAL AND FUNDING

**Volley** is backed by over **20 seasoned entrepreneurs, executives, and investors**. This group includes 10 current and former CEO/Presidents, 15 partners at institutional investment firms and family businesses and foundations managing more than \$2 billion. They represent many sources of private capital. This team brings decades of experience to evaluating, acquiring and successfully growing small to mid-sized businesses across all sectors. A subset of this group will serve as advisors and directors post-acquisition.

### Investment Firms

- Anacapa Partners
- Peterson Partners
- Relay Investments
- Search Fund Partners

### Family Offices

- Burr Family
- Francis Family
- Ludwig Family
- O'Connell Family

### Current / Former CEOs

- Asurion Group
- ProService Hawaii
- Progressive Home Care
- ServiceSource
- Smith Alarm Systems

## INVESTMENT PROCESS

### 1. SEARCH



We want to **invest in one privately held business** with **great people** and a **strong culture**.

### 2. INVEST / ACQUIRE



Our **capital** comes from a group of entrepreneurs and families with a **long-term investment focus**.

### 3. GROW / BUILD



Upon investment, **Robin** will relocate and spend 100% of his time working **alongside the existing management team** as the **CEO**.

## BACKGROUND ON SEARCH FUNDS

A search fund is an investment vehicle with 40 years of history through which investors financially support a searcher's effort to locate, acquire, manage, and grow a privately held company. Using conservative assumptions, the internal rate of return of the search fund asset class through year-end 2015 is **36.7%**, and the aggregate return on invested capital is **8.4x**.