

# Spinnaker Capital was created to help founders transition their business while maintaining its people and culture.

# SPINNAKER CAPITAL

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## Why We're Different

Max and his investors are a team of operators, founders, and entrepreneurs looking for a single business to acquire - running that business will become our sole focus.

We seek business owners who desire a successor that will build upon their historical growth and become a hands-on operator post-acquisition.

Spinnaker Capital can offer more flexible deal terms than traditional PE firms, tailoring structures to sellers' needs. We are able to move swiftly under the right conditions.

We are interested in operating a single privately held company that meets a mix of the criteria below.



**Max Schaefer**  
Managing Partner

Max is founder and Managing Partner of Spinnaker Capital. With nearly a decade of experience in healthcare, technology, and consulting services, Max has spent the entirety of his career working at mid-market growth stage companies. As a leader, Max has overseen key functional areas including operations, sales & marketing, strategy, and product development. Max believes that integrity, culture, kindness, and an entrepreneurial spirit are the keys to success – we keep this central in all of our relationships.

Max holds an M.B.A from the University of Chicago Booth School of Business and a B.A. from Trinity College in Hartford, CT.

## Investment Criteria

### Company Criteria

- Service-based B2B business
- Low capital intensity
- Recurring revenues
- Diverse customer base
- Positioned in a growing industry

### Financial Criteria

- Revenue: \$5M - \$25M
- EBITDA: 20%+ / \$1M+
- History of growth and profitability

### People Criteria

- Owner seeking liquidity and/or exit
- Owner seeking to de-risk while remaining onboard and rolling over partial equity

## Industries of Interest



**Healthcare**  
(preferably IT enabled)



**Precision  
Agriculture**



**Cyber  
Security**



**Niche Business  
Process  
Outsourcing**

## Select Investors

