

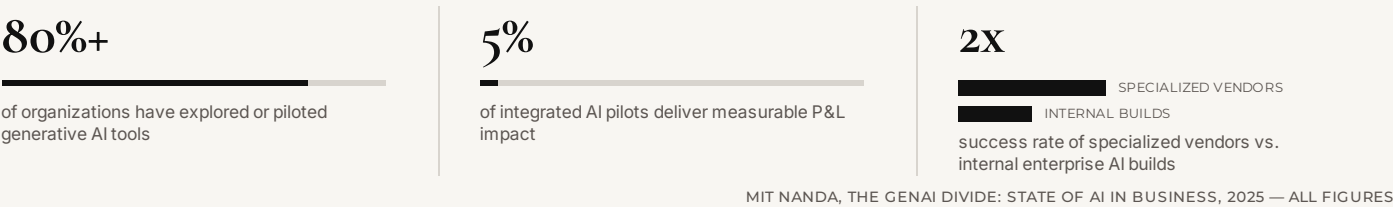


A private investment firm pairing operating and transaction experience with AI and digital transformation capability to back founder-led technology and professional services businesses in the lower middle market.

FOUNDERS CAMP CAPITAL IS BUILT AROUND A SINGLE THESIS

“The greatest value creation opportunity in the AI economy is not in building better models. It is in backing the firms building the AI capability enterprises need, and the specialist firms enterprises can’t operate without.”

Enterprise results have not kept pace with AI spend.



INVESTMENT CRITERIA

\$10M–\$50M TARGET REVENUE	\$2M–\$10M TARGET EBITDA	Minority or Control SELLER ROLLOVER EXPECTED
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Founders Camp Capital is an independent sponsor — we invest deal-by-deal rather than through a committed blind-pool fund, giving capital providers full visibility and choice on each transaction. Flexible hold period.

WHERE WE INVEST

I Accelerate AI Builders & Enablers

Firms enterprises rely on to build AI that works. Technology and services firms whose specialized skills provide the critical capability enterprises need for AI to function and deliver ROI — digital engineering and agentic AI implementation, data strategy and architecture, AI governance and security, and cloud-native AI delivery.

II Scale Specialist Firms

Businesses clients rely on and trust to make the enterprise work. Founder-led technology and professional services businesses built on a specialization earned over years — deep in a single industry, a technical discipline, or both. These firms are difficult to replace because of sector or functional domain expertise, regulatory fluency, technical or process knowledge, and client trust.

THEMES

Six Themes. One thesis. Across U.S. Commercial and Federal Government · North America headquartered

- | | |
|---|--|
| 01 Data, Cloud & AI Infrastructure | 02 AI Strategy, Enablement & Governance |
| 03 Enterprise Platforms & Workflow Transformation | 04 Office of the CFO & Enterprise Operations |
| 05 Specialized Boutiques & Industry Services | 06 Cybersecurity |

■ INVESTMENT CRITERIA — WHAT WE LOOK FOR

Target Scale	\$10M–\$50M revenue · \$2M–\$10M EBITDA · Growing.
Geography	North America headquartered. U.S. Commercial and Federal Government end markets.
Strategic Fit	Aligned to our thesis and themes; expertise that grows more valuable, not less, in the AI economy. Tailwinds lasting through and beyond the investment horizon; secular demand that's strengthening, not fading; high barriers to entry; embedded client relationships. Business moat: domain depth that takes years to build, specialized skills competitors can't replicate, and a team clients trust and rely upon.
Cultural Fit	People-first and client-centric. An exceptional founder and team committed to staying, growing, and building on what they started.
Value Creation	Building durable value. Growth, operational improvement, and strategic expansion — whatever combination the business needs.

■ HOW WE INVEST

Structure SPV. Invest on deal-by-deal basis. Flexible hold period.	Ownership Minority or Control. Seller rollover expected. We invest alongside founders, not instead of them.
Investor Experience Strong institutional backgrounds. Seasoned professionals with capital markets backgrounds and investor mindsets.	Founder Experience Active partners. Our experience and network is available to you as a resource and sounding board. You run the business; we help you run it better.

■ A NEW PLATFORM FOR CAPITAL PROVIDERS

Deal Access & Structure

Operators and dealmakers active in this market for decades, with the networks to match — structured as an independent sponsor, investing deal-by-deal.

Institutional Rigor

Strong institutional backgrounds — seasoned professionals with capital markets backgrounds and investor mindsets, and clear accountability to the capital providers who back us.

Pattern Recognition

Pattern recognition from a volume of transactions rarely found in a single team, paired with firsthand experience building, buying, and selling businesses, and how to position a business for what's next.

■ TEAM

Derrick Raymond

FOUNDER, MANAGING PARTNER, AND CHAIR OF INVESTMENT COMMITTEE

Founded and built the Corporate Development function at KPMG, where he spent 18 years, including as Principal, serving on the Investment Committee and sourcing and closing acquisitions to seed new capability and fuel the growth of the firm. His role extended beyond deal sourcing to leading integration, driving value creation agendas, and establishing post-deal monitoring across the portfolio.

Rand Blazer

SENIOR ADVISOR

Executive Vice Chair of Everforth (NYSE:EFOR), which he helped build into a leading IT services provider after it acquired Apex Systems, where he was President. Former Chairman and CEO of BearingPoint, having led KPMG Consulting's spinout IPO from KPMG, and former President of the Public Sector for SAP America. Member of the Board of the Northern Virginia Technology Council.

Rajesh Sinha

CHIEF AI & EMERGING TECHNOLOGY ADVISOR

Founder and Chairman of Fulcrum Digital, a pioneer in AI-driven digital transformation and a global leader in next-generation digital services and consulting. Under his leadership over 25 years, Fulcrum has grown into a global platform with roughly 1,500 professionals, having served 1,000+ clients across the United States, Europe, Argentina, Brazil, Mexico, and India, in industries including financial services, insurance, food service, higher education, and digital commerce.

Samir Shah

SENIOR ADVISOR

Former Global CEO of Aurionpro, a global enterprise software and technology services company spanning banking, cybersecurity, and digital transformation. He brings deep expertise in cybersecurity with a focus on compliance-intensive verticals.

Eric Gebaide

VICE-CHAIR, INVESTMENT COMMITTEE

Founder and Managing Partner of IA Global Capital, FINRA and SIPC regulated firm and is also an FCA-regulated technology investment bank based in New York and London, established in 2001. He brings over 25 years of experience advising and operating public and private technology companies across every phase of development, serving variously as CEO, attorney, merchant banker, principal investor, and board member of companies in the U.S. and Europe.

Lara George

SENIOR ADVISOR

Founded MCM Capital, an \$8 billion distressed asset management firm. She now serves as Co-Founder of Walacor — a cyber security firm serving the U.S. national defense sector — and as CEO and principal investor of a significant family office.

READY TO EXPLORE A PARTNERSHIP?

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