ACQUISITION PROFILE

AARON PAIT

SELECTIVELY PURSUING A NORTH CAROLINA BUSINESS TO ACQUIRE AND OPERATE

OWNER-OPERATOR | DISCIPLINED SEARCH | ENDURING VALUE

CORE CRITERIA

$500K-$2.5M EBITDA

North Carolina

Essential B2B services

Recurring or contracted revenue

ACTIVE OWNER-OPERATOR

OPERATING THESIS

Essential, recurring, technician-delivered businesses where operating discipline can create durable value for employees, customers, and owners.

PRIORITY SECTORS

Managed IT and cybersecurity services

Electronic security, access control, and monitoring

Low-voltage and structured cabling with recurring services

Industrial calibration, testing, and inspection

Water, generator, fire-life-safety, pavement, and mechanical services

EXPLICIT EXCLUSIONS

Restaurants and consumer retail

Speculative real estate and commodity businesses

Pure project construction and pre-profit companies

Businesses dependent on the seller's personal relationships

READINESS **Prepared to acquire, lead, and build an enduring business.** Can combine personal equity with bank, Small Business Administration, seller, and partner financing.

OPERATING AND TRANSACTION READINESS

PRIVATE EQUITY ANALYSIS Performed acquisition analysis and formal diligence, including a documented fire-services opportunity evaluation.

INTEGRATION AND OPERATING MODELS Brings transaction integration, risk, operating-model, compliance, and executive coordination exposure from enterprise and consulting work.

INDEPENDENT ACQUISITION SEARCH Active in sourcing, screening, valuation, outreach, diligence, financing analysis, negotiation, and transaction structuring across service sectors.

CONFIDENTIAL CONVERSATIONS Open to discussion with owners, brokers, lenders, and operating partners when the opportunity aligns with the stated search criteria and ownership posture.

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