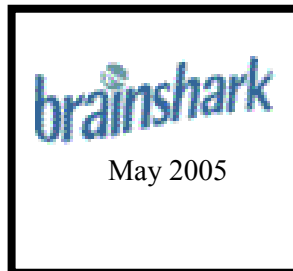


# Ticonderoga Capital

Ticonderoga Capital is a later-stage venture capital firm that makes \$2-\$5 million growth capital investments in private companies with \$5-\$50 million in sales. With \$200 million in committed capital and over 50 years of private investing experience, we partner with management to build equity value and achieve liquidity. We invest nationally and provide a flexible capital solution by structuring our investment as either subordinated debt or preferred equity. We seek to back management teams in three broad industries: Healthcare software and services; Software (both enterprise and SaaS); and, Business Services. Our capital is used to support growth organically and through acquisition, as well as for recaps and management buyouts.

## Representative Investments



### INVESTMENT CRITERIA:

### CONTACTS:

#### **Target Industries**

- Healthcare Software/Services
- Software (enterprise/SaaS)
- Business Services

#### **Target Company Profile**

- \$5-\$50 million sales
- EBITDA+
- Diverse customer base

#### **Industries Avoided**

- Retail/Consumer
- Devices/Products
- Manufacturing

#### **California Office**

3000 Sand Hill Road  
Building 3, Suite 105  
Menlo Park, CA 94025  
Phone: (650) 234-9593

#### **Massachusetts Office**

230 Third Avenue  
Waltham, MA 02451  
Phone: (781) 416-3400  
[www.ticcap.com](http://www.ticcap.com)

**Craig Jones**, Managing Partner  
650.234.9586  
[Craig@ticcap.com](mailto:Craig@ticcap.com)

**James Vandervelden**, Partner  
781.416.3402  
[James@ticcap.com](mailto:James@ticcap.com)

**Tyler Wick**, Partner  
781.416.3403  
[Tyler@ticcap.com](mailto:Tyler@ticcap.com)

**Robert Hannon**, VP Finance  
781.416.3409  
[Bob@ticcap.com](mailto:Bob@ticcap.com)