



## OPERATIONALLY FOCUSED INVESTMENT AND ADVISORY FIRM

### ABOUT US

CKC Partners is an advisory-led private equity firm. We invest in middle market companies where we can apply our deep operational expertise to create and maintain a sustainable competitive edge. Our approach combines innovative, yet pragmatic solutions to capitalize on market opportunities and achieve industry leading performance.

In addition to investment activities, our Advisory Services Group works directly with existing portfolio companies as well as prospective companies, management teams, and entrepreneurs to increase revenue growth and profitability.

### WHY CKC PARTNERS

CKC Partners is principally-backed, and as a result, exhibits a true “owner-operator” mindset. We take a long-term approach to value creation and we are not governed by pre-defined exit timelines. We understand ownership transitions are often complex and involve difficult situations with family members or other stakeholders. Our team has experience navigating sensitive situations and designing creative solutions to mitigate issues and prevent value leakage.

The CKC Partners team is comprised of seasoned investment and operating professionals that bring a unique blend of functional and domain-specific capabilities to serve the needs of middle market businesses. Our team members have assisted companies to increase revenue growth rates, expand EBITDA margins and create value for stakeholders.

### INVESTMENT CRITERIA

- Predominately US-based
- Revenue \$20m - \$250m
- EBITDA \$2m - \$25m
- Specialized, niche products and/or services

### BUSINESS CHARACTERISTICS

- Concentrated business/family ownership
- Company in midst of ownership transition, recapitalization, seeking growth capital or MBO
- Under-resourced or sub-optimized operations
- Digital transformation or automation potential is high

### INDUSTRY FOCUS

- Energy, Infrastructure, & Related Services
- Mining & Natural Resources
- Process Automation & Business Services
- Manufacturing & Distribution
- Healthcare

### INVESTMENT & ADVISORY TEAM

Rob Condon  
Partner  
[rob.condon@ckc-partners.com](mailto:rob.condon@ckc-partners.com)  
(713)953-7676

Alpesh Kadakia  
Partner  
[alpesh.kadakia@ckc-partners.com](mailto:alpesh.kadakia@ckc-partners.com)  
(949) 395-2956

Brian Meres  
Director  
[brian.meres@ckc-partners.com](mailto:brian.meres@ckc-partners.com)  
(203) 231-4435

Becky Clamp  
Director  
[becky.clamp@ckc-partners.com](mailto:becky.clamp@ckc-partners.com)  
(713)953-7676

William Hwang  
Sr. Associate  
[william.hwang@ckc-partners.com](mailto:william.hwang@ckc-partners.com)  
(614)937-7022

Fernando Garcia  
Sr. Associate  
[fernando.garcia@ckc-partners.com](mailto:fernando.garcia@ckc-partners.com)  
(617)953-0675

Rajeev Prasad  
Sr. Associate  
[rajeev.prasad@ckc-partners.com](mailto:rajeev.prasad@ckc-partners.com)  
(916) 769-7859

OUR DIFFERENTIATOR IS OUR ADVISORY PLATFORM

ADVISORY PLATFORM

Our Advisory Services Group provides access to world-class strategy and operations consulting capabilities which are often out of reach for most middle market companies. Our advisory team has significant operating experience honed from engagements across a broad range of industries and functional domains to help deliver industry leading results.

CKC Advisory Capabilities & Offerings



Transaction Readiness – Assist companies and management teams to maximize value when raising growth capital or selling the business. We bring proven methodologies to enhance enterprise value or reduce dilution when contemplating a transaction.



Revenue Acceleration - Identify and execute initiatives to efficiently allocate internal resources for growth through a focus on sales & marketing effectiveness, pricing optimization, and implementation of technologies such as robotics and process automation.



Operating Model Transformation –Re-align the business and operational model by leveraging growth opportunities including organic expansion, M&A/inorganic growth, operational enhancements, and capital structure optimization.

OUR FOUNDING PARTNERS

Rob Condon  
Partner

[rob.condon@ckc-partners.com](mailto:rob.condon@ckc-partners.com)  
(713) 953- 7676

- 30+ years M&A transaction advisory experience
- Founder of Condon & Co., PC a leading middle market Tax & Business Advisory firm based in Houston, TX & Stamford, CT
- Deep expertise advising public and private companies with complex transaction planning and structuring, governance, tax strategy and compliance
- Based out of CKC’s Houston, TX office

Alpesh Kadakia  
Partner

[alpesh.kadakia@ckc-partners.com](mailto:alpesh.kadakia@ckc-partners.com)  
(949) 395-2956

- 25+ years experience in operations and strategy consulting
- Previously led PwC’s US Business Model Transformation consulting practice
- Advised more than 1/3 of Fortune 100 on digital transformation & performance improvement programs
- Held executive leadership roles at Deloitte Consulting, IBM, and HP
- Based out of CKC’s Palo Alto, CA office

[www.ckc-partners.com](http://www.ckc-partners.com)