

Prospect Partners Portfolio Company Testimonials



At Prospect Partners, we are serious about fulfilling our goal of working together with management teams to build more valuable businesses. The best indicators of our success are the executives with whom we have worked over the years. And they speak for themselves.

Authenticity...

"Prospect Partners did exactly what they said they would do: They let me run the company while providing exceptional guidance, especially when it came to assessing, negotiating, and financing add-on acquisitions. As a business owner, you hope the investors with whom you shake hands on Day One are the same steady, solid partners throughout every business cycle. In our seven years together, Prospect Partners was always consistent, realistic, level-headed, and a lot of fun to work with. They were exactly the guys they'd be."

Craig Umans, CEO, Pipp Mobile Storage Systems, Inc.
(Provider of mobile storage systems for backroom organization)

Perseverance...

"We were a seasoned management team looking for a financial partner to help us build a platform. We needed a highly capable firm, as the deal was extremely complicated – not many people could have gotten it done. For this, I credit Prospect Partners' experience, professionalism, and perseverance. From acquisition to exit, Prospect Partners was a true partner."

Philip Riley, CEO, Utility Service Partners, Inc.
(Provider of home utility line warranty products)

Growth...

"I know my business. I had been in business 15 years, and I knew our company was in a position to go to the next level... Prospect Partners helped us surpass even my own expectations – we grew faster than I thought possible."

James Hutton, COO, Education Corporation of America
(Operator of leading post-secondary schools)

Support...

"Prospect Partners' professional counsel, wisdom, and business acumen are second to none. They supported us in key new ways to grow our business, including launching an acquisition program. With their guidance and backing, we made over 20 add-ons in our time together. This capability became a big differentiator for our business that will continue to play a large role in our success."

Jeff Evrard, CEO, Summit Companies
(Provider of fire and life safety services)

Belief...

"Prospect Partners was tremendous to work with in our 11 years together. They supported our management team in good times and bad, investing even at the depths of the Great Recession, which really hurt our industry. As a result, we emerged a much stronger competitor and, with our new technologies, expanded product line, and wider distribution, experienced many years of rapid growth as a market leader."

Jeff Porter, CEO, Velvac, Inc.
(Provider of vision technology/systems for commercial vehicles)

Success...

"Throughout my career, I have worked with many other private equity groups. Prospect Partners is just a breath of fresh air. These people understand that it takes a team – not just one person – to win in today's marketplace. They are true team players: upfront, honest, excited about our business, and committed to being a market leader."

W. Greg Bland, CEO, Optronics Inc.
(Provider of outdoor and automotive lighting products)

Experience...

"It's hard to find the right professional and personal partnership. Prospect Partners has a wealth of experience buying and running companies and is absolutely committed to staying the course for the time it takes to create additional value. Moreover, these veterans are great people to work with. Building enduring relationships is a big part of success."

Kevin Rodgers, CEO, Delta Industrial Services, LLC
(Provider of equipment rental and fleet repair services)

Values...

"Prospect Partners is a smart, ethical team we all very much respected – they're stand-up people who are easy to talk to. They also had a lot of genuine enthusiasm for our business, which meant a lot to management and to our employees."

Brent Moss, President, Codel Entry Systems, Inc.
(Provider of residential entry door systems)

Partnership...

"Working with Prospect Partners was truly a fantastic experience. We got real partnership, the perfect blend of freedom to manage the business and Prospect Partners being there when needed as a collaborative sounding board and an investor. We shared the same goal: to drive long-term value in the business, and to make customers happy."

Dan Madsen, CEO, Gold Star Foods, Inc.
(Specialty foodservice distributor serving K-12 school districts)