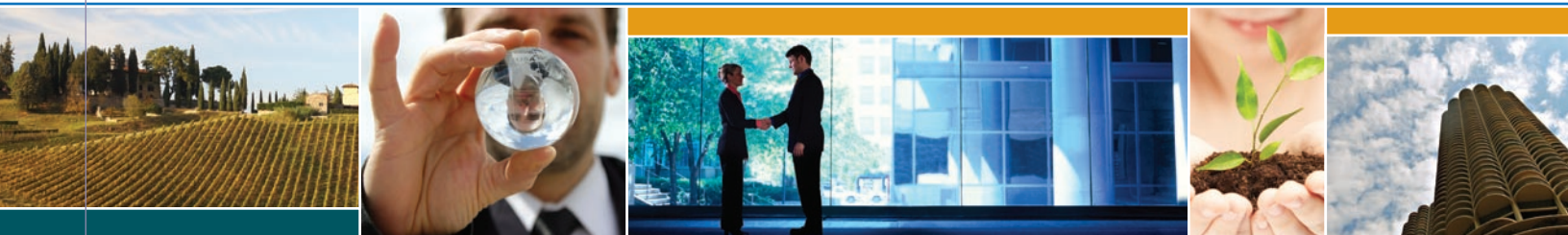


*Lakeshore Capital Partners is a private investment firm that acquires and manages growth-oriented companies in the lower middle market. Our aim is to invest in a limited number of businesses in an effort to spend substantial amounts of time helping each business grow.*

Lakeshore Capital Partners  
319 N. Grant St.  
Hinsdale, IL 60521  
773.255.0301  
info@lakeshorecp.com  
www.lakeshorecp.com

*Lakeshore Capital Partners is a private investment firm that acquires and manages growth-oriented companies in the lower middle market. We are backed by an investor group comprised solely of successful, high net-worth individuals, and are not constrained by the requirements of institutional investors. Our aim is to invest in a limited number of businesses in an effort to spend substantial amounts of time helping each business grow.*



## Investment Criteria

Lakeshore Capital Partners are long-term investors who are actively seeking well-established, profitable companies with recurring revenues and predictable cash flows.

### Company Characteristics

- Experienced management team
- Recurring revenue from a fragmented customer base
- Participates in an industry with growing demand
- Defensible market niche with strong value proposition

### Financial Criteria

- EBITDA in excess of \$2 million
- History of revenue growth and EBITDA margins above 15%
- Low capital expenditures

### Size and Stage of Investment

- Transaction value of \$5 to \$50 million
- Later stage and growth equity
- We do not invest in early-stage or distressed businesses

### Primary Focus Areas

Lakeshore Capital Partners takes an opportunistic approach with certain areas of expertise:

- Healthcare services
- Medical devices and suppliers
- Business services
- Niche manufacturing

### Management Team Criteria

- Companies with strong existing management teams
- Also willing to pursue opportunities which involve management transition and/or owner retirement

## Benefits to Sellers

Lakeshore Capital Partners offers a unique and attractive exit opportunity for business owners looking to sell their company. We are able to complete a wide range of transactions in terms of structure, size, and timing. We are funded by a strong group of individuals, executives, and entrepreneurs with capital resources ready to rapidly deploy.

- » We pay fair market value that represents the company's history of success and potential for growth and are not seeking distressed situations.
- » We take special care to incorporate the needs of the seller for the purposes of estate planning, tax issues, and other unique situations that arise when considering a change of ownership.
- » Owners and family members have the opportunity to stay involved at various levels within the company, if desired.
- » Our investor group enables us to own companies for indefinite periods of time and encourages us to own a limited number of companies to ensure the success of each investment.

*Liquidity,  
Continuation,  
Growth*



# For Business Owners

Lakeshore Capital Partners offers a unique and attractive exit opportunity for business owners looking to sell their company. Our aim is to invest in a limited number of businesses in an effort to spend substantial amounts of time helping each business grow. We recognize that owners must address complex and interrelated issues and we are able to complete a wide range of transactions in terms of structure, size, and timing.



	Strategic Acquirers	Private Equity Investors	
<b>Focus</b>	Purchase an asset	Investment returns	Long-term growth
<b>Timeline</b>	Varied	1 - 5 year "flip"	Long-term
<b>Capital Source</b>	Public and private	Institutional	High net worth individuals
<b>Orientation</b>	Industry specialists	Financial players	Growing small to medium-sized businesses
<b>Commitment</b>	One of many divisions. "Corporate" driven.	One of many portfolio companies. Current management remains.	We spend substantial amounts of time at our companies helping the management teams succeed.

## Our Process

We appreciate that selling your business, which represents years of hard work and effort, is an emotional process. We also understand that a long, drawn out sale process puts significant stress on employees and the organization. We have capital ready to rapidly deploy and will work diligently to complete the transaction within the time frame and terms originally agreed upon, utilizing our broad network of professionals to facilitate the process.

We pay fair market value that represents the company's history of success and potential for growth and are not seeking distressed situations. We take special care to incorporate the needs of the seller for the purposes of estate planning, tax issues, and other unique situations that arise when considering a change of ownership, including owners and family members who might have the desire to stay involved at various levels within the company.

## Post Closing

Our goal is the continued success and growth of your business. Our investor group enables us to own companies for indefinite periods of time and encourages us to own a limited number of companies to ensure the success of each investment.

After closing the transaction, we will spend a substantial amount of time working alongside the management team to continue to grow the company. In addition, a group of our Limited Partners will form a board of directors to help guide the company going forward, and will provide advice and guidance in their respective areas of expertise on an as needed basis.

We have no interest in "flipping" your company and are completely focused on the long-term growth of the business. In addition, we will apply our experience, perspective and energy to actively create sustainable value in the business.



# For Business Intermediaries

*At Lakeshore Capital Partners, we recognize the value that business intermediaries bring to the transaction process. Consequently, we place a strong emphasis on building our relationships with intermediaries and strive to evaluate all opportunities in a timely and professional manner.*



As you consider partnering with Lakeshore Capital Partners, we will commit to providing the following benefits:

## *Responsiveness*

- Respond quickly and clearly to investment opportunities
- Provide straightforward feedback and focused due diligence topics
- Respect that your reputation with your clients is very important
- Maintain strict confidentiality

## *Financial Resources*

- Significant financial resources and relationships needed to complete a transaction in a timely manner
- Extensive experience buying and selling businesses, both large and small
- Investment team that has raised debt financing from multiple financial institutions
- Have the resources and experience to close the transaction within the timeframe and terms originally agreed upon

## *Relationships*

We have a broad network of relationships required to complete transactions in a timely and professional manner. Our network includes:

- Attorneys
- Business brokers
- CPA's
- Consultants from many fields
- Investment bankers and private equity
- Wealth management advisors

## *Value to Sellers*

- » Pay fair market value that represents the company's history of success and potential for growth
- » Special attention to incorporate the needs of the seller for the purposes of estate planning and tax issues
- » Our investor group enables us to own companies for indefinite periods of time
- » Provide expert leadership to maintain continuity, retain key personnel and drive long-term growth and success
- » Work diligently to complete the transaction within the timeframe and terms agreed upon

We work closely with business intermediaries to locate businesses for sale and we pay standard industry referral fees. We also refer transactions outside of our business focus to our partner intermediaries.

For additional information on our investment parameters or to discuss potential new acquisitions, please contact us at (773) 255-0301 or [info@lakeshorecp.com](mailto:info@lakeshorecp.com).

# Our Team

*Lakeshore Capital Partners Fund II represents the capital and talent comprised of executives and entrepreneurs who have decades of experience operating large and small businesses, in a variety of industries, from start-ups to Fortune 500 companies.*



## **Andrew Matricaria, Managing Partner**

As Managing Partner of Lakeshore Capital Partners, Andrew is responsible for sourcing and evaluating potential investment opportunities, structuring and executing transactions and portfolio company management. Lakeshore Capital Partners' most recent investment in Data Management Inc., where Andrew served as co-President, led to a successful sale to a large strategic buyer.

Prior to co-founding Lakeshore Capital Partners, Andrew worked as Product Manager at Amgen, a leading human therapeutics company in the biotechnology industry. Andrew was a participant in and graduate of Amgen's Commercial Leadership Program, a three-year program designed to develop commercial leaders. While at Amgen, Andrew took on increasing levels of responsibility in the sales and marketing organization. In his most recent role, he directed the strategic planning and operations function for a groundbreaking oncology product launch. Previously, Andrew worked as an investment banking analyst for Credit Suisse First Boston, where he focused on mergers and acquisitions advisory and debt and equity financings in its Global Industrial and Services Group. Andrew holds a BA from the University of Michigan and an MBA from The Fuqua School of Business at Duke University, with a concentration in Health Sector Management.

## **Lee Matricaria, Managing Partner**

As Managing Partner of Lakeshore Capital Partners, Lee's responsibilities include sourcing and evaluating investment opportunities, structuring and executing transactions and portfolio company management. Lakeshore Capital Partners' most recent investment in Data Management Inc., where Lee served as co-President, led to a successful sale to a large strategic buyer.

Prior to co-founding Lakeshore Capital Partners, Lee spent 12 years at St. Jude Medical, a leader in the medical device industry. His responsibilities included designing, implementing, and managing IDE clinical trials for next-generation Cardiac Rhythm Management products, including implantable cardioverter defibrillators (ICD), cardiac pacemakers, and delivery tools. In his

most recent role, Lee was a Field Clinical Engineer working with key physician opinion leaders, providing clinical expertise, and developing business strategies to drive long term growth. During his time at St. Jude Medical, he increased productivity, throughput, reliability of processes, customer satisfaction, and is a named author on multiple scientific papers. Previously, Lee worked at Boston Scientific (Guidant) with sales and implant case coverage responsibilities as well as clinician training.

Lee is also a successful entrepreneur who has co-founded and operated Wit's End Gifts, an online corporate incentives and gifts company. Lee is a graduate of Marquette University.

## **Ronald A. Matricaria, Limited Partner**

Ronald A. Matricaria has over 35 years of medical device and pharmaceutical experience at St. Jude Medical, Inc. and Eli Lilly and Company, Inc. From April 1993 to May 1999, he served as President and Chief Executive Officer of St. Jude Medical, Inc. and was elected Chairman of the Board of directors in January 1995. Prior to joining St. Jude Medical, Mr. Matricaria spent 23 years with Eli Lilly and Company, Inc. His last position was Executive Vice President of the Pharmaceutical Division of Eli Lilly and Company and President of its North American operations. He also served as president of Eli Lilly International Corporation, as well as President of its Medical Device Division. Mr. Matricaria currently serves on the boards of Life Technologies, Inc. and Phoenix Children's Hospital and is Chairman of the Board of Kinetic Concepts, Inc. and Volcano, Inc. Mr. Matricaria holds a bachelor's degree in pharmacy from Massachusetts College of Pharmacy and was awarded an honorary Doctor of Science degree in pharmacy as well as an honorary PharmD degree in recognition of his contributions to the practice of pharmacy. In 2002 he was recognized with a Medical Device Industry "Life Time Achievement" award. In 2009 he was also acknowledged by the Corporate Directors Forum's with its "Director of the Year" award.

# Our Team

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## *Gregory T. Lucier, Limited Partner*

Gregory T. Lucier has served as Chief Executive Officer of Invitrogen and member of the board of directors since May 2003. In April 2004 he was appointed Chairman of the Board of Directors. From June 2000 to May 2003, Mr. Lucier was the President and Chief Executive Officer of GE Medical Systems Information Technologies. Mr. Lucier was named a corporate officer of General Electric Corporation (GE) in 1999 by that company's board of directors and served in a variety of leadership roles during his career at GE including as Vice President Global Services, GE Medical Systems. Mr. Lucier is currently Chairman of BIOCUM, serves on the BIO Board of Directors as well as on the board of the Burnham Institute of Medical Research. He is actively involved at San Diego State as a distinguished lecturer. He received his B.S. in Engineering from Pennsylvania State University and an M.B.A. from Harvard Business School.

## *Michael J. Coyle, Limited Partner*

Michael J. Coyle is Executive Vice President and Group President of Medtronic's Cardiac Rhythm Disease Management (CRDM) and CardioVascular business units. In this role, Mike oversees two Medtronic businesses, providing strategic direction, and ensuring cross-functional synergies including integrated growth plans and alignment. Prior to joining Medtronic, Mike most recently provided leadership consulting services to private equity, venture capital and medical device technology firms. From 2001 to 2007, he served as President of the CRM division at St. Jude Medical where he led the company's global pacemaker, implantable cardioverter defibrillator, and cardiac resynchronization businesses. He also served St. Jude as President of the company's Daig Catheter division. In addition, Mike has held numerous leadership positions at Eli Lilly & Company. Mike serves on the board of directors of Volcano Corporation in San Diego, Calif. He earned a bachelor's degree from Case Western Reserve University and a master's degree in business administration from the Wharton School of Business, University of Pennsylvania.

## *Ron Eibensteiner, Limited Partner*

Mr. Eibensteiner is President of Wyncrest Capital, Inc., an investment company for early-stage technology companies in the areas of telecommunications, medical devices and software. Currently, Mr. Eibensteiner is co-founder and Chairman of Arcola

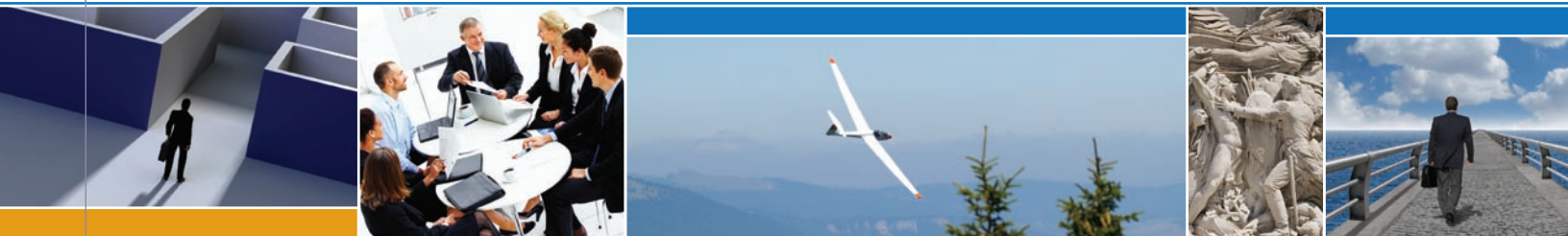
Systems, a software supplier to the gaming industry. Additionally, Mr. Eibensteiner co-founded ReadyCredit Corporation in 2005 and served as its CEO and Chairman during its formation and currently serves on its Board. His past investment activities included: co-founder of Diametrics Medical, Inc, a manufacturer of blood gas diagnostic systems; a principle investor and Board member of OnHealth Network Company, a web-based publisher of health and wellness information which later merged with WebMD; principle investor and Board member of BigCharts, Inc., a provider of financial internet content until its sale to Dow Jones/Marketwatch.com in June 1999; Chairman of the Board of Prodea Software Corporation, a data-warehousing software company, until its sale to Platinum Technology, Inc.; and principle investor and Board of Director member of Travanti Pharma Inc, a specialty drug delivery firm, until its sale to Teikoku Pharmaceutical in May of 2009. Mr. Eibensteiner also served as a member of the Board of Stellant Software (Nasdaq: STEL) from 1996 until 2001. In 1983, Mr. Eibensteiner co-founded Arden Medical Systems and served as its Chief Financial Officer until its sale to Johnson & Johnson in 1987. From 1999 to 2005 Mr. Eibensteiner served as Chairman of the Republican Party of Minnesota and holds a BS in political science from the University of Minnesota.

## *John D. Thompson, Limited Partner*

John D. Thompson was Senior Vice President of Corporate Development for Invitrogen Corporation (now Life Technologies) until he retired in late 2007. Appointed to the position in 2003, he oversaw the company's growth strategies through licensing, mergers, acquisitions, and other collaborations. Previously at Invitrogen, Mr. Thompson served as Vice President of Corporate Development from 2000 to 2003. Prior to joining Invitrogen, Mr. Thompson was Senior Vice President of Strategic and Business Development from 1995 to 2000 for Dexter Corporation, a specialty materials manufacturer, and held various other executive positions at the company from 1991 to 1995. From 1979 to 1991, he held several executive financial and general management positions at Life Technologies, a biotechnology firm. Mr. Thompson holds a Bachelor of Business Administration degree from Cleveland State University.

# Our Team

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## *James C. Gilstrap, Limited Partner*

James Gilstrap has more than forty years of investment experience and is currently managing his personal investments. His start up investment in WebMD.com has led to a network of new investment ideas and partners. Mr. Gilstrap also serves as Managing Member of Abbott Investment Company, LLC. He was founder and Chairman of PGA West Member's Association as well as Chairman of the advisory board of Governors of PGA West golf Club.

In 1956, James Gilstrap joined the First southwest Company of investment Bankers in Dallas, Texas. In 1969, he left First Southwest Company to start an Over The Counter operation at Jefferies and company in California. As Senior Executive Vice President, he was part of the management team that built Jefferies and Company into the largest "Third Market" in the world. Mr. Gilstrap retired from Jefferies in 1987.

Mr. Gilstrap has served as President of the Dallas Security Dealers Association. He was a member and delegate to the Board of Governors of the National Association of Security Dealers. He served as a Director of Willow Bend Polo and Hunt club, Director of the El Dorado Polo Club and elected as an officer of the United States Polo Association. Mr. Gilstrap was also a Director of Christian College of the Southwest. He has also served many religious and charitable organizations.

## *John R. Larson, Limited Partner*

John R. Larson has over 30 years of experience in the securities, finance and technology areas. As a practicing attorney, he has participated in over \$2 billion of debt and equity financings for both public and private entities. Mr. Larson was a founder of Prolifaron, Inc., an early stage biotechnology company started in 1997 and sold to Alexion Pharmaceuticals, Inc. in 2000, and a founder of Materia, Inc., a research and development company specializing in new applications of patented polymer products. Since December 1999, he has served as Managing Director of Clique Capital, LLC, a venture capital group focused in the healthcare and technology areas. In addition, he is a Senior Vice-President and Secretary of Northland Securities, Inc. Mr. Larson has served as Commissioner of Securities and Chairman of the Commerce Commission for the State of Minnesota. In addition, he is Vice-President of The Minikahda Club. Mr. Larson holds a B.A. degree from Minnesota State University and a J.D. from William Mitchell College of Law.

## *Curt Thompson, Limited Partner*

Curt Thompson is a Principal of Hirtle, Callaghan & Co., a Registered Investment Advisor based in suburban Philadelphia. Hirtle Callaghan serves as an independent, completely objective "outsourced Chief Investment Officer and fully staffed investment department" to high net worth family groups, endowment, foundations, and Charitable Trusts. The firm currently represents about 425 clients supervising a total of \$20 billion of investable assets. Curt is a 17 year veteran of the firm and serves as the managing partner of Hirtle Callaghan's southwest regional office in Phoenix. Prior to moving to Phoenix in January 2002, Curt co-managed Hirtle Callaghan's mid-Atlantic regional office. Curt earned a B.S. and M.B.A. from the Pennsylvania State University. He serves on Hirtle Callaghan's internal Investment Policy Committee that is responsible for developing asset allocation policies for clients and interviewing and recommending asset managers (public, hedge fund, private equity).

## *John D'Addario, Jr., Limited Partner*

John D'Addario, Jr., is Vice Chairman of the board of D'Addario & Co. D'Addario & Co. is the leading manufacturer/distributor of musical instrument accessories worldwide with their products sold in over 140 countries worldwide and is recognized as the standard of excellence in the field. He began his career in the family business in 1965 and has been active in the business ever since. He is partially responsible for the development of the family business to its position as a leading manufacturer of musical instrument strings. Over the past several years he has also been instrumental in expanding the activities of the D'Addario firm to include manufacturing and distribution of many other musical products.

John has been active in the music industry, providing support to various organizations. He has served on the board of The American Music Conference, The National Association of Band Instrument Manufacturers, and The Guitar and Accessories Manufacturers Association. He has also served on the board of the Music Distributors of America and The National Association of Music Merchants. He has previously served as the president of GAMA, NABIM and AMC. He also serves as the president of the D'Addario Music Foundation, a leading proponent of music education.