

Industry Focus: Industrial Technology

Technology advancements are changing every facet of industrial production. Innovation has reshaped the way products are designed and manufactured, the way data is captured, analyzed and shared in real time, the way raw materials are sourced and the way finished goods are distributed. New technologies are also impacting the quality and delivery of services provided by a myriad of industrial and business service providers.

The impact of these advancements is broad-based and wide-ranging. We are seeing increased automation and enhancements in logistics, processes and forecasting create efficiencies and improve productivity, output, quality, and workplace safety. These transformational advancements have led to growing interest from investors and acquirers, increasing both investment and consolidation.



Harbor View's Industrial Technology Practice Works with Companies that Focus on:



INDUSTRIAL PRODUCTS & SERVICES

- Electronics, materials, instruments & components
- Design, engineering & project management
- Installation/construction, field services & maintenance



AUTOMATED SOLUTIONS

- Robotics
- Specialty equipment
- Process technology



NICHE MANUFACTURING & LOGISTICS

- Supply chain management & logistics
- Advanced manufacturing, kitting & assembly
- Value-added distribution



DATA CAPTURE & ANALYSIS

- Sensors, software & controls
- IIoT solutions
- Mobile devices



STAFFING & WORKPLACE SAFETY

- Staffing, training & education
- Certification & compliance
- Workplace safety

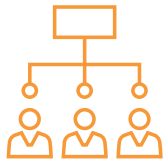


TEST & MEASUREMENT OFFERINGS

- Design & materials analysis
- Test, inspection & certification
- Test & measurement products

About Harbor View Advisors

Harbor View combines the best of investment banking and management consulting to help our clients see the possibilities, and we work hard to achieve their goals. A change in perspective changes everything. We serve software-centric, service-focused and technology-enabled clients in the middle market.



HR TECH



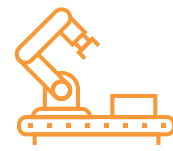
FINTECH



IT & PROFESSIONAL SERVICES



FINANCIAL SERVICES



INDUSTRIAL TECH

Harbor View's leaders have extensive experience advising companies on their comprehensive M&A strategy. While our methodology is guided by each client's unique situation and objectives, we offer invaluable, industry-tailored advice every step of the way. Our team approach to client services allows us to provide differentiated advice and diligent execution for a variety of entrepreneur, private equity and corporate clients.

PUT OUR EXPERIENCE TO WORK.

Transaction Execution:

M&A AND CORPORATE FINANCE ADVISORY

LET US DRIVE THE PROCESS. Our Transaction Execution practice allows you to find the best fit, negotiate optimal valuation and terms, and efficiently progress to a close when seeking liquidity in your business or raising capital for growth. Our advisory experience on both sides of the table informs our process. We are trained to decipher the motivations, dynamics and priorities driving buyers, investors and sellers.

Catalyst:

ON-DEMAND CORPORATE DEVELOPMENT FOR M&A TEAMS

LET US DO THE HEAVY LIFTING. Our Catalyst practice delivers a new level of accountability, insight and execution to corporate development teams. Our team strengthens yours, providing an end-to-end solution for intensifying your strategy, pursuing your M&A objectives, and articulating your "M&A brand" with proactive outreach for successful outcomes.

Path to Liquidity:

A ROADMAP FOR ACHIEVING OPTIMAL VALUE

WE HAVE YOUR BACK. Our Path to Liquidity practice helps you achieve the optimal value for your business through proactive and strategic planning. Our scorecard and valuation analysis help you benchmark your current state, clarify your goals, and realize the potential value of your business. Our roadmap helps you execute the details by organizing and sequencing the right decisions.

