

High Point Succession

Seeking to acquire and operate one exceptional small business
in the Mid-Atlantic Region

High Point Succession is seeking to build upon the foundation established and create lasting value well into the future. The success of High Point Succession will be rooted in service...service to customers, employees and the communities in which they operate.



Dan McNally
Principal

Dan is a graduate of the United States Military Academy and served in the US Army for 5+ years as an Airborne Ranger qualified Infantry Officer leading units ranging from 40-120 Soldiers.

Upon transitioning from the Army 10+ years ago, Dan has worked in consulting and corporate roles serving gov't and private sector companies. He has worked across industries and subject matters giving him the ability to pivot quickly and provide value immediately.

Dan has a team of buy side advisors, nationally ranked SBA lenders and other deal professionals ready to engage and support the deal process that will enable him to continue serving in a new way.

Industry Focus



Government
Services



Technology/
Software



B2B
Services

Investment Criteria



EBITDA

\$1M – \$2.5M in annual EBITDA



Willing Seller

Owner looking to sell their business and
continue business operations



Customers

Low customer concentration;
no one customer accounting
for majority of revenue



Growth

Performance of steady
historical growth



Revenue Quality

Customer base where large % of
revenue is attributed to recurring
customers



Margins

EBITDA Margin in excess of 10%



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High Point Succession LLC