

Pacific Onset Capital LLC

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Pacific Onset Capital was formed by a group of experienced [operators and investors](#) to acquire a majority stake in a private small company and grow the business for the long term.

[Investment Focus](#)

We specialize in situations where the current owner is looking to achieve liquidity and, over a period of time, transition away from the management of the business.

[Why Pacific Onset?](#)

We look for companies with revenues of between \$5 and \$25 million, that offer essential products and services, generate reliable cash flows, and present good growth opportunities. We specialize in [selected service industries](#).

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We have sufficient capital resources to execute a transaction quickly and efficiently, providing sellers with substantial liquidity and minimizing the disruption to the business.

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We seek to invest in companies with the following characteristics:

- Profitable, with operating earnings between \$0.5 and \$4.0 million
- Operating margins above 10%
- History of stable cash flows
- Low technology / obsolescence risk
- Located in high-growth geographical areas

We focus on the following industries:

- Business and commercial services
- Financial and insurance services
- Legal support services
- Healthcare support services
- Media and publishing

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Why consider Pacific Onset Capital as a Buyer:

- We provide an exit strategy for sellers while ensuring **continuity for the business** and **growth opportunities for employees**
- We bring **hands-on management** and a strong board of advisors, allowing seller/managers to transition away from the day-to-day management of the business
- We do not have a pre-determined holding period. We **focus on building lasting value**
- We are backed by private investors with **sufficient available capital** to provide sellers with liquidity at closing
- We have **extensive experience** in successfully closing acquisitions and growing small companies in a variety of industries
- We can **move quickly** to close a transaction

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Management

Moises Eilemberg, *Founder and Principal*
moises@pacificonset.com

Direct: (949) 306-5596

Moises Eilemberg has spent his entire career investing in, and helping develop private businesses.

Prior to founding Pacific Onset Capital, Moises worked at ClearLight Partners LLC, a Newport Beach-based private equity firm with \$300 million under management, focused on investing in middle-market companies. At ClearLight Partners, he evaluated hundreds of investment opportunities and executed investments totaling over \$50 million in privately held companies based in Southern California.

Prior to ClearLight Partners, Moises was at Chase Capital Partners (now JPMorgan Partners) in New York, where he worked on various investment transactions including leveraged buyouts, growth equity and early-stage venture investments. His experience at Chase Capital includes the funding and development of small, growing companies and the restructuring and turn-around of troubled businesses.

Prior to Chase Capital Partners, Moises worked in the Mergers & Acquisitions Group at Bear, Stearns & Co. Inc. where he advised clients on acquisitions, divestitures, recapitalizations and leveraged buyouts.

Moises earned a Bachelor of Science degree in Finance and Information Systems from the University of Pennsylvania's Wharton School of Business, where he graduated Magna Cum Laude. He also earned an MBA degree from the Stanford Graduate School of Business.

Moises is a member of the International Business Advisory Network of NESsT, a venture philanthropy fund dedicated to strengthening social enterprises run by nonprofit organizations. He is also involved, through Net Impact Service Corps, in supporting the strategic activities of Centro Latino de Educación Popular, a Los Angeles-based non-profit organization that teaches basic literacy skills to immigrant children.

Moises is an avid skydiver and a licensed private pilot.

Investors

Search Fund Partners (www.searchfunds.net)

Search Fund Partners invests in small, profitable companies with \$5 million to \$30 million in revenue. We work primarily with Search Funds, partnering with entrepreneurs to find, acquire and build successful businesses.

Search Fund Partners works closely with Search Fund entrepreneurs to acquire and build successful companies. We combine a portfolio approach with active, hands-on investment management to help our entrepreneurs build lasting value companies.

Bill Egan

Bill is a founder and General Partner of Alta Communications. He founded Alta's predecessor firm, Burr, Egan, Deleage & Co., in 1979, and has identified and backed several of America's leading growth companies in the information technology, life sciences, and communications industries. Prior to founding Burr, Egan, Deleage & Co., Bill was a Partner at TA Associates. Bill began his career as a Manager of Venture Capital for New England Enterprise Capital Corporation.

Bill is past President and Chairman of the National Venture Capital Association, a Trustee of Fairfield University, and a Trustee of the University of Pennsylvania, and a Graduate Board Member of The Wharton School. Bill is also a member of the Board of Directors of New Times Holdings, LLC, AAA Entertainment, LLC, dsd Communications, and Cephalon, Inc. Bill received a degree in Economics from Fairfield University and an MBA from the University of Pennsylvania's Wharton School of Finance.

William Leachman

Bill is a currency & commodities trader and considered an expert in interest rate swaps. He and his wife Kelsey are owners of several small businesses and limited partners in Core Capital, a Washington DC based venture capital and SBIC lending group, and minority shareholders in Shinsei Bank of Tokyo, Japan. Bill received his BA from Washington & Lee University and graduated from the Stanford GSB Executive Program.

Michael F. O'Connell

Michael runs M2O Inc., a family investment company based in Los Angeles. Previously, he was the Managing Director and President of Anhalt, O'Connell & Steffanci, Inc., an investment management firm with \$800 million under management. Prior to his time in investment management, Michael owned and operated the National Lines Bureau, the ship mooring company for the Los Angeles and Long Beach Harbors. Michael is currently an investor in over 20 private companies. He received his BA, with high honors, from Harvard College, and his MBA from Harvard Business School.

Leonardo Simpson

Leonardo is currently Director of the San-Diego based Hispanic National Mortgage Association (HNMA), a secondary mortgage market participant within the US Hispanic population. Prior to HNMA, Leonardo was COO of a Hispanic food manufacturing company where he led a successful turn-around under a declining sales environment. Before that, Leonardo worked at Deutsche Bank covering Latin American Equities. Leonardo earned a BS degree in Finance from the Wharton School and a BA in Political Economy from the College of Arts and Sciences at the University of Pennsylvania. He also earned an MBA degree from the Stanford Graduate School of Business.

Howard H. Stevenson

Howard is Sarofim-Rock Professor of Business Administration at Harvard University, Graduate School of Business Administration. He was a founder and first president of the Baupost Group, Inc. which manages partnerships investing in liquid securities for wealthy families. From 1978 to 1982, Professor Stevenson was Vice President of Finance and Administration and a Director of Preco Corporation, a large privately-held manufacturing company. In addition, in 1970-71, he served as Vice President of Simmons Associates, a small investment banking firm specializing in venture financing.

Prior to 1978, he held various academic appointments at Harvard University, specializing in Real Property Asset Management and General Management. He received his B.S. in mathematics, with distinction, from Stanford and his M.B.A., with high distinction, and D.B.A. degrees from Harvard University. He was a Thomas Watson National Merit Scholar and a recipient of the ALCOA and Ford Foundation Fellowships for graduate study.

He has authored, edited or co-authored six books and forty-one articles including *New Business Ventures* and *the Entrepreneur*, with Michael J. Roberts and H. Irving Grousbeck; *Policy Formulation and Administration*, with C.R. Christensen, N. Berg and M. Salter, among several others. He has also authored, co-authored or supervised over one-hundred fifty cases at Harvard Business School.

He is currently a director of Camp Dresser & McKee and Landmark Communications, as well as a trustee for several private trusts and foundations. He is a director of Sudbury Valley Trustees where he served as president from 1996 to 2000. He is a trustee of the Boston Ballet and a member of the Harvard Club of New York City.

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We welcome inquiries regarding investment opportunities.

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Pacific Onset Capital will compensate intermediaries if a referral results in a completed transaction.

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