



PRISM CAPITAL

# PRISM OPPORTUNITY FUND

## A BROAD SPECTRUM OF VALUE

The Prism Opportunity Fund invested in expansion stage information technology and healthcare companies as well as traditional manufacturing and service businesses. The common elements in each investment were (1) a driven, entrepreneurial management team; (2) market-proven products, technologies or services; and (3) significant growth potential – through acquisition or fueled internally. The fund has \$50 million currently under management, a combination of private investment and capital matched by the Small Business Administration (SBA). Prism Capital, with \$190 million in assets under management, is only the fifth group in the country to be granted both equity and subordinated debt licenses through the SBA. Prism intends to begin marketing its second equity fund, Prism Opportunity Fund II which will not be affiliated with the SBA.

### OUR RESULTS

- ▶ Prism invested up to \$4 million in rounds up to \$10 million
- ▶ Portfolio of 14 companies were expansion stage information technology or healthcare companies or later-stage opportunities in specialty manufacturing or business services
- ▶ Midwest orientation: 10/14 of Prism's equity portfolio were in the Midwest, and 6/14 were headquartered in Illinois

### OUR CURRENT PORTFOLIO

**Artromick** (Columbus, OH)

**Banner Service Corporation** (Carol Stream, IL)

**Celleration** (Eden Prairie, MN)

**ClearSource** (Randolph, VT)

**Fieldglass** (Chicago, IL)

**Integrated Systems Development** (Holland, MI)

**SterilMed** (Maple Grove, MN)

### EXITS

**CultureWorx** (Hoffman Estates, IL) – sold to Carlson Marketing

**Fitzroy Dearborn** (Chicago, IL) – sold to Taylor & Francis

**HighBeam Research** (Chicago, IL) – sold to Gale Cengage

**Penn Wheeling** (Glen Dale, WV) – sold to TechnoCap SpA

**ProSight** (Beaverton, OR) – sold to Primavera Systems

**SecurePipe** (Madison, WI) – merged with AmbironTrustWave

**Service Intelligence** (Calgary, AB) – sold to Global Compliance Services

### OUR TEAM

Our team has over 30 years of collective investing experience and has worked together for the past seven years. Prism has experienced no turnover amongst its professional staff. We have invested in fourteen companies and overseen six exits to date in POF I. We believe in forging strong partnerships with outstanding management teams to create value for all stakeholders.

**Robert Finkel**, Managing Partner

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### OUR OPERATING ADVISORY BOARD

Prism's Operating Advisory Board affords efficiencies in evaluating transactions and enables us to provide valuable advice to our portfolio companies. Its members have decades of senior operating experience and have successfully navigated the full spectrum of market conditions throughout their careers. Their high-level contacts and industry affiliations create tactical advantages and opportunities typically not available in this market.

**W.H. Clark**, Fmr Chmn & CEO of Nalco Chemical

**Robert Covalt**, Fmr Chmn & CEO of Sovereign Specialty Chemicals

**Martha Dally**, Fmr Vice President of Sara Lee Corporation

**John Fiedler**, Fmr Chmn & CEO of BorgWarner

**George H. Gilmore, Jr.**, Fmr Pres of Exelon Enterprises

**Don Hindman**, Chmn & CEO of Clark Foodservice

**Roger Hruby**, Fmr Chmn & CEO of CFC International

**Richard Keyser**, Chairman of W.W. Grainger

**Loring Knoblauch**, Fmr CEO of Underwriters Laboratories

**Thomas McKane**, Chmn of A.M. Castle & Co.

**Ron Morris**, Fmr CEO of Western Industries

**Richard Pierce**, Fmr Man Dir of Russell Reynolds

**George Roberts**, Fmr Exec Vice President of Oracle Corporation

**Larry Sur**, Vice Chmn of Genco, Fmr Sr. Exec of Schneider Industries

**Alan Weinstein**, Founder and Fmr Pres of Premier, Inc.