TAILWIND

Opportunity, Seen Differently

1	$2.3B	$600M	Fund IV
Strategy	Committed Capital[1]	Co-Invest[2]	Current Fund

Tailwind Capital is a private equity firm that invests from earned conviction in the less contested corners of Industrials and Technical Services within the lower middle market, building foundational businesses by pairing deeply researched theses with the operators best positioned to execute them.

What We Look For

Structure	Sector	Enterprise Value	EBITDA
Control Investments	Industrials and Technical Services	<$500M	Up to $50M

The Business

Durable companies with resilient demand, defensible positions rooted in a skilled workforce or hard assets, and an essential role in the markets they serve.

The People

Capable leaders with the experience to run the business well today and the ambition to take it further.

The Opportunity

Clear room to grow into one of a few leaders in their market, organically and through the right acquisitions.

Our Approach

01	02	03	04	05
Thesis	Sourcing	Conviction	Ownership	Realization
An empirical view of where durable demand is building.	Reaching opportunities through less contested routes.	Underwriting to a specific, defensible path to return.	Aligning capital and strategy with the best operators to build category leaders.	Returning capital when the thesis has been accomplished.

[1]Committed Capital represents aggregate commitments in Fund III & Fund IV; [2]Co-Invest represents all co-investment alongside Fund III & Fund IV, including committed co-investment vehicles.

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One Discipline, One Strategy

Tailwind invests in the businesses that maintain the country's infrastructure, move its goods, protect its buildings, and operate its foundational systems, with resilient end markets and skilled workforces.

Representative Investments

AXIS Portable Air
National provider of portable climate control solutions, offering rental air conditioning, heating, and air quality equipment with end-to-end project design, installation, servicing, and removal.
CURRENT

Cloud for Good
Salesforce consulting firm serving education, nonprofit, financial services, and public sector customers across Salesforce's vertical and horizontal offerings.
CURRENT

COREBTS
IT solutions provider that leverages Microsoft and Cisco technologies to modernize business applications, offering consulting, technical expertise, and managed services.
REALIZED

CUMMING GROUP
Global project and cost management consultancy serving education, healthcare, corporate, entertainment, public, and retail owners through the building lifecycle.
REALIZED

DMD Systems Recovery
End-to-end IT asset disposition provider serving enterprises worldwide, providing advanced logistics to securely and efficiently dispose of end-of-life IT devices.
CURRENT

GRAYMATTER
Industrial automation solutions provider offering engineering and consulting services that connect and safeguard assets across infrastructure, manufacturing, and aerospace and defense.
CURRENT

LOENBRO
Specialized services provider to the energy, industrial, and infrastructure markets, offering inspection, industrial maintenance, instrumentation and electrical, coatings, and pipeline construction services.
REALIZED

NTS National Trench Safety
Largest U.S. pure-play provider of trench and shoring solutions, with integrated design, engineering, and production serving the civil infrastructure, utility, and industrial markets.
CURRENT

onix
Google-focused consulting firm helping companies migrate to the cloud, transform data into actionable business insights and drive AI adoption
CURRENT

RANDYS
Provider of highly engineered, branded automotive aftermarket drivetrain, suspension, and undercar products for SUVs, trucks, and CUVs, serving both replacement and enthusiast demand.
REALIZED

Reliable Safety & Flow Corporation.
Services and solutions provider of valves, fittings, and supports across mechanical/HVAC, industrial, fire protection, oil and gas, construction, and waterworks end markets.
CURRENT

VALOR Fleet Services
Provider of vehicle and equipment towing, specialized transport, recovery, storage, and roadside assistance to municipal, state, and federal agencies and commercial customers.
CURRENT

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For more information about our team, portfolio, and strategy, please visit tailwind.com.