

The background of the entire page is a stylized American flag, featuring a field of stars in the upper left and horizontal stripes in the lower right, all in various shades of blue.

ENDEAVOR

TECHNOLOGY GROUP

Quick Intro

2023

ENDEAVOR TECHNOLOGY GROUP (ENDEAVOR OR ETG) IS A VETERAN OWNED AND OPERATED INDEPENDENT SPONSOR THAT BUYS AND BUILDS MISSION-FOCUSED COMPANIES WITH DUAL-USE TECHNOLOGY ENABLED PRODUCTS, SOLUTIONS, AND SERVICES AT THE INTERSECTION OF THE FEDERAL GOVERNMENT, DEPARTMENT OF DEFENSE (DOD), INTELLIGENCE COMMUNITY (IC), AND COMMERCIAL APPLICATIONS.

WHO WE ARE | The Endeavor Team is comprised of mission experts with vast operational experience, and business and technology leaders who have earned strong reputations in their respective fields. This core team of National Security experts has successfully created, operated, and sold business and has led large security, and technology-focused operations in the IC, DoD, and industry.

We work as an extension of the management teams that we choose to back. Endeavor is accustomed to collaborating on multi-dimensional teams to achieve goals. Everyone on the Endeavor team is either a military veteran and/or has spent a significant portion of their career focused on the National Security mission.

WHAT WE DO | We deploy capital in an experience-driven, thoughtful manner to create value via purposeful scale. We place an acute emphasis on transparency, flexibility, and alignment of all stakeholders. Endeavor seeks out and invests in companies capable of delivering exemplary mission- focused, high-end, tech-enabled services, solutions, and products. These companies possess the ability to accelerate the commercialization and adoption of technologies that enable, form, and protect National Security and safeguard critical infrastructure.

OUR STRATEGY | The Endeavor investment model is partnership-centric, operations-driven, and capabilities/mission-focused. We will build companies with multi-domain/cross-domain, dual-use technologies, and systems and solution areas that overlap and converge within our targeted sectors. Our sector focus and deep domain expertise inform our ability to identify and execute upon multiple strategic options to enhance the value creation capabilities of our companies.

INVESTING IN MARKETS KEY TO OUR NATIONAL SECURITY

ENDEAVOR INVESTS IN MARKETS WE BELIEVE TO BE INTEGRAL TO ADVANCING THE NATIONAL SECURITY MISSION. WITHIN EACH OF THESE KEY MARKETS THERE ARE AREAS OF FOCUS THAT ARE OF PARTICULAR INTEREST; HOWEVER, OUR UTMOST PRIORITY IS SERVING THE MISSION.

AS SUCH, ANY COMPANY THAT DELIVERS TECHNOLOGY, SYSTEMS, AND SOLUTIONS IN A MANNER THAT PROVIDES AN EDGE TO THE MISSION IS OF INTEREST TO ETG.



Essentially, all roads lead back to National Security. Other areas of interest, as they relate to and can impact security include: blockchain technology, systems orchestration, specialty engineering capabilities, space services, solutions, and communications, and other technology-enabled systems, solutions and products.

HOW ENDEAVOR INVESTS

OUR MODEL | Partnership-centric, operations-driven, and capabilities/mission-focused. We place an acute emphasis on transparency, flexibility, and alignment of all stakeholders.

OUR APPROACH | Build intrinsic value over time by helping to strategically transform the companies we partner with. Our sector focus and deep domain expertise are part of our competitive discriminators that allow us to identify and execute on multiple strategic levers that drive the performance of our investments.

Endeavor invests alongside a network of Family Offices and High Net Worth Individuals. Post-closing Endeavor will lend its network and expertise in an advisory role to each of its portfolio companies.

TRANSACTION TYPES

- Private company buyouts
- Niche sector consolidation / strategic integration strategies
- Add-on acquisitions
- Public-to-private transactions
- Corporate carve-outs
- Special opportunities

INVESTMENT CRITERIA

ALL INVESTMENTS

- We favor founder owned and operated businesses
- Companies that are at an inflection point whether strategically, operationally, or financially
- Mission and performance focused team-based culture with a disciplined growth strategy, both organic and inorganic
- Dual-use technologies, systems, and solutions
- Highly differentiated, high-growth, high-impact to National Security

INVESTMENT FINANCIAL PROFILE (Approx.)

- Revenue: \$30M - \$100M for platform investments | \$5M - \$30M for add-on investments
- EBITDA: \$5M - \$15M for platform investments | \$0.5M - \$5M for add-on investments

ENDEAVOR TEAM



DR. MARK MYKITYSHYN | MANAGING PARTNER

- Successful VC/PE investor with substantive exits for multiple companies
- Co-founder of both operational and investment companies
- 25+ years at the intersection of entrepreneurship, technology development, military operations, consulting, and academia



JAY JESSE | PRINCIPAL

- Founded Intelligent Software Solutions and, as CEO and Chairman, grew ISS into a thriving and highly profitable, mid-sized Federal technology provider, peaking at nearly \$200M in revenue.
- In 2016, with help from a private equity group, he brought ISS together with other special companies to form Polaris Alpha where he was President and a Board member.



DICK SCHAEFFER | PRINCIPAL

- Former Marine and Senior Executive with the National Security Agency
- Formerly the Information Assurance Director at NSA, the defensive side of the Cryptologic mission
- 50 years in Information Security, Cybersecurity, and Intelligence



LISA ZISSEL | PRINCIPAL

- Former Investment Banker, Buy-Side Advisor
- Provided transaction execution expertise alongside deep financial analysis on both buy- and sell-side transactions across the National Security sector
- 15+ years in financial analysis, strategy, and deal sourcing and execution

JAMES (“JIM”) T. PENROSE IV | PLATFORM CEO

Jim Penrose is both a start-up entrepreneur and a 17-year veteran of the US National Security Agency (NSA) specializing in Cyber and Counterterrorism operations. During his tenure at NSA, Mr. Penrose served in several senior leadership roles including as the Technical Director for Counterterrorism during the time that Usama Bin Laden was brought to justice. He also was a founding member of the NSA/CSS Threat Operations Center (NTOC) where he served as the first NTOC Mission Manager and supported both offensive and defensive cyber operations planning and execution.



Jim also played key Technical Director roles across the Signals Intelligence (SIGINT) Directorate to include Tailored Access Operations (TAO) and SIGINT Support to Information Operations. In addition, he was detailed to the Central Intelligence Agency’s Counterterrorism Center to provide cyber operations expertise in support of human intelligence. His extensive experience spans all manner of cyber operations and his unique blend of intelligence community experience and private sector business acumen is indispensable in solving the most challenging problems and growing new businesses in the cybersecurity technology space.

Prior to joining Tranquility Cybersecurity International, Limited (TCI), Jim served as the Chief Operating Officer of the cybersecurity firm BlueVoyant. He was responsible for all operational aspects of BlueVoyant’s business focused on day-to-day cybersecurity delivery and execution. He was the primary driver responsible for innovating BlueVoyant’s Cyber Risk Management Services offering. He personally spearheaded the growth of BlueVoyant by building product, engineering, sales, and marketing capabilities to take the Cyber Risk Management Services offering from concept to full operations to include the acquisition of marquee reference customers over an 18-month period. Jim also supported fundraising during the Covid-19 crisis to retain his workforce and continued company operations with no degradation in service throughout the pandemic, raising more than \$40MM in additional capital to sustain and expand the firm’s operations. He contributed to the firm tripling its revenue and increasing its valuation from \$400MM to approximately \$2.4B.

BUSINESS & TECHNICAL ADVISORS

- Reginald D. Hyde
- RDML Jim Rodman, USN (Ret.)
- Ray Conley
- Dr. Greg Zacharias
- Dr. Eric Burger
- MG Barb Fast, USA (Ret.)
- Dr. Joe Green
- RADM Tim Heely, USN (Ret.)