

Technology Capital Partners

UCI Internship Opportunity
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The Firm

Technology Capital Partners (“TCP”) is a Los Angeles-based independent private equity sponsor with partners and advisors located in New York City, Omaha and Las Vegas. TCP pursues “*technology-driven growth acquisitions*” wherein TCP seeks to acquire lower-middle-market (\$20-150MM revenue) undifferentiated operating companies in fragmented markets. TCP’s interest in acquiring such companies stems from its ability to first locate disruptive, immediately-deployable but underutilized/languishing technologies capable of immediately de-commoditizing, or otherwise strategically advantaging, TCP’s acquisitions’ product or service.

We call ourselves Technology Capital Partners because we see technology itself as a form of capital that can be invested in the pursuit of acquisitions. *Technology IS capital.*

The objective of TCP’s approach is to acquire commodity operating businesses at attractive prices, immediately de-commoditize the acquisitions’ product or service via the infusion of technological innovation thus enabling them to rapidly capture market share, grow revenue (and employment), and improve margins in order to rapidly increase cashflow prior to exit at premium prices.

TCP knows it has a good fit when it can be confidently projected that the investment of the subject technology can “*immediately and materially*” alter the growth trajectory and profitability of the acquired operating companies.

In other words, TCP is “*an investor OF technology rather than an investor IN technology.*”

The Internship

Given TCP’s technology-driven growth acquisition strategy, this unpaid internship is an ideal opportunity for UCI graduate school candidates with technical undergraduate backgrounds (engineering, life-sciences, energy, materials, etc.) and investment banking or principal investing career aspirations, to apply their interest in and knowledge of technology in the context of sourcing, evaluating and structuring technology M&A deals. TCP is also specifically interested in graduate students with investment banking and private equity backgrounds and an interest in expanding their involvement with, and understanding of, the technology space.

TCP is actively sourcing and evaluating technologies and is currently pursuing multiple deals. TCP interns will have the opportunity to assist in sourcing, evaluating and strategically positioning technologies and acquisition candidates.

This is an Irvine-based internship opportunity. Ideally, though outside of TCP's control, candidates will be able to get graduate school credit for their internship, for example via work/independent study programs and/or sponsorship from a professor. TCP expects a minimum commitment of 12 hours/week working around your school and other obligations.

Upon successful completion of the internship, TCP offers introductions to its sizable network of investment banking and private equity contacts and letters of recommendation.

Roles & Responsibilities

TCP Interns will have the opportunity to take on leadership roles pursuing the private equity research and sourcing process. Interns will work independently, or in small teams when necessary, to develop investment opportunities which will be presented in TCP team meetings. The scope of their work will go far beyond the scope of most traditional internships. For example, jointly with TCP's Managing Partner, Interns will be calling on owners of technologies and CEOs of acquisition targets identified during research.

Here are some examples of types of tasks Interns will be working on:

Proprietary Deal Sourcing

Technology Sourcing: Networking and actively seeking out the disruptive, immediately-deployable but underutilized/languishing technology with which we partner in the pursuit of lower-middle-market acquisitions.

Industry Research: Identifying interesting targets for acquisition(s) based on the identified technology. Assessing the attractiveness and fit and prioritizing each sector and target with the subject technology.

Lead Development: Creating lists of companies in interesting markets and researching companies to identify, and prioritize, potential acquisition targets.

Outreach: Drafting communications to the owners or CEOs of identified technologies and target companies. Initiating conversations with the goal of starting and managing relationships with subject technologies and acquisition candidates.

Deal Evaluation:

Diligence: Reviewing confidential information of the subject technology and acquisition targets and assessing strategic attractiveness of the combinations. Understanding the tech/target's combined go-to-market, technology and operational fit.

Financial Modeling: Building financial models, with peer guidance, to evaluate the attractiveness of potential technology-driven acquisitions, including P&L modeling, valuation methods and other relevant data – this is a skill highly valued by private equity firms, investment banks and consulting firms.

Business Case Development: Building opportunity assessment presentations summarizing the opportunity for review at our weekly team meetings. Preparing deal summaries.