

# Capital Solutions for Professional Services Growth

Pilothouse provides flexible debt capital to professional services firms navigating growth, acquisitions, or partner transitions. We understand recurring revenue models, talent retention, and the unique capital needs of services businesses—from consulting and advisory firms to marketing agencies, engineering firms, and business services providers.

## Our Professional Services Focus

### Advisory & Consulting

- Management consulting
- IT & technology consulting
- Financial advisory
- HR & benefits consulting
- Strategy & operations

### Creative & Marketing

- Digital marketing agencies
- Advertising & media
- PR & communications
- Design & branding
- Content & production

### Technical Services

- Engineering & architecture
- Environmental consulting
- Legal & compliance
- Accounting & audit
- Research & analytics

## Capital Solutions for Professional Services Firms

### Growth & Working Capital

Non-dilutive capital for talent acquisition, geographic expansion, or scaling operations. Structures include:

- \$5M-\$50M+ facilities tied to recurring revenue
- Working capital lines secured by A/R
- Growth debt with minimal or no warrants
- Flexible covenants for project-based businesses

### M&A & Partner Transitions

Structured debt for acquisitions, partner buyouts, or succession planning. Use cases include:

- Roll-up strategies & platform acquisitions
- Partner buyouts & equity recaps
- Bridge financing for pending transactions
- Refinancing expensive equity or mezzanine debt

## Why Professional Services Firms Choose Pilothouse

### ✓ Recurring Revenue Underwriting

We evaluate client retention, revenue visibility, and talent depth—not just EBITDA

### ✓ Flexible Structures

Revenue-based, A/R-backed, or cash flow structures tailored to your business model

### ✓ Fast Execution

Term sheets in 2-3 weeks, funding in 4-6 weeks for qualified companies

### ✓ Services Expertise

Deep experience with consulting, agencies, and professional services business models

**\$5mm - \$250mm+**

Placement Range

**4-6 Weeks**

Typical Close Timeline

**635 Points**

Verification Framework