Partnership Criteria

KVLR Capital partners with founder-led companies in the U.S. lower middle market. Healthcare is our core sector, and we are expanding into critical infrastructure and technologies with social impact. Companies approaching these thresholds are encouraged to reach out.

INVESTMENT CRITERIA

EBITDA	$1M or more, including market-rate compensation for owners and employees
EBITDA MARGIN	15% or higher
OPERATING HISTORY	5 or more years in operation
FOUNDER COMMITMENT	Founder or owner continues with the company for 5 to 7 years after the transaction
COMPLIANCE	No pending litigation or compliance issues
STAGE	Established, profitable businesses; no early-stage (Series A/B) investments

SECTORS

CORE SECTOR

Healthcare

Specialty physician practices (rheumatology, gastroenterology, endocrinology), infusion providers and healthcare services companies.

EXPANSION

Critical infrastructure

Power and reliability services for data centers, hospitals and other essential facilities, such as UPS and generator service.

EXPANSION

Technologies with social impact

Established technology companies whose products create measurable social benefit.

PROCESS

Introduction	Exploratory call with a member of our M&A team.
NDA	Mutual NDA, followed by a deeper discussion.
Valuation	Review of three years of financials plus year-to-date. Valuation on normalized EBITDA (or ARR for software), adjusting for owner compensation and non-recurring items up to 10% of total ordinary income.
Proposal	Indication of interest (IOI).
LOI & diligence	Letter of intent subject to board approval, followed by quality of earnings, compliance review and, where applicable, a medical billing audit.

WHAT FOUNDERS RECEIVE

CAPITAL	Growth capital and liquidity, with the founder continuing to lead the company.
GOVERNANCE	A board of healthcare operators and physicians, including leaders from Rothman Institute, Sun River Health, VNS of New York and Summit Medical Group.
OPERATING SUPPORT	For healthcare companies, our MSO: infusion buildouts, AI voice agents for scheduling, insurance verification and prior authorization, capital advisory and operational turnarounds.

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