

UNITED STATES

A proven entrepreneur, backed by 20+ owners and investors.

Velio Partners is formed to buy a single, profitable **industrial-services company** in the United States from an owner planning their next chapter — preserving its legacy while compounding its growth. Led by a proven operator and backed by **20+ owners and investors**.



FOUNDER & OPERATING PRINCIPAL

Gabriel Andrade

MBA, Stanford GSB · BS Engineering, Universidad de los Andes. Across ten years of operating leadership, Gabriel helped grow a 70-year-old family-owned engineering & construction business tenfold. **A proven operator stepping in to lead — not a financier learning on the job.**

WHAT WE LOOK FOR

Revenue	\$10M – \$50M / year
Margin	>15%
Revenue quality	Recurring / contracted
Growth	>10% year-over-year
Geography	United States

WHERE WE INVEST

Energy management services

Monitoring, optimization, and reliability that keep utilities and industrial operations running at peak efficiency.

Manufacturing & Distribution

Manufacturers, distributors, and the supply chains that move the essential goods and components powering modern industry.

Other industrial services

Specialized services that maintain, optimize, and protect mission-critical facility systems and assets.

HOW IT WORKS

- 01**
Intro call
- 02**
Generate offer
- 03**
Reach agreement
- 04**
Due diligence
- 05**
Continuing the legacy

Have a business that fits? Let's talk — confidentially.

Gabriel reads and responds to every message himself. Referral fees honored for advisors.

gabriel@veliopartners.com

(628) 235-8727

WHO BACKS VELIO

Backed by world-class investors & operators

Velio is supported by a partnership of **20+ business owners and investors** — many with first-hand experience acquiring and running small and medium businesses. They have committed time and capital to support Gabriel and the company he acquires.

BACKING FUNDS

 Pacific Lake

 FUTALEUFU
PARTNERS

 Mosaic ETA



 HOUSATONIC

 WSC&Company

 ambit
PARTNERS

 ETA EQUITY
ENTREPRENEURSHIP THROUGH ACQUISITION



 GRANITE POINT
PARTNERS

INVESTORS & OPERATORS



Coley Andrews

Co-Founder & Managing Partner, Pacific Lake Partners



William Thorndike

Founder, Housatonic Partners



Will Wright

Partner, WSC & Company; CEO, Peerless Events & Tents



Dmitri Ivanov

CEO, Metro Vein Centers; Founder, TBD



David Lazier

Co-Founder & Managing Partner, TD; Chairman, American Security



Ryan Robinson

President, OnRamp; Co-Founder, Brown Robin Partners



Luka Salamunic

CEO, Triyam; Founder, Estelio Partners



Warren Chan

Director, Anacapa Partners



David Dodson

General Partner, Futaleufu



Rob LeBlanc

Co-Founder & Managing Partner, Ambit Partners



Jason Jackson

Partner, Futaleufu



Tom Cassutt

Managing Partner, TD; Owner, American Security Products



Lucas Braun

CEO, OnRamp; Co-Founder, Brown Robin Partners



Mark Sinatra

CEO, Aspen HR; Co-Founder, ETA Equity



Kent Weaver

Founder, Granite Point Partners; CEO, Progressive Home Care



Eduardo Zaldivar

Co-Founder, Mosaic ETA; Chairman, Anchor Retreat