

INVESTMENT BANKERS



**NISHEN RADIA**

Managing Partner, Co-Founder  
FocalPoint Partners, LLC  
SPECIALTY / INDUSTRY FOCUS: Business Services, Consumer  
(Beauty & Personal Care), Healthcare

Nishen Radia is managing partner and co-founder of FocalPoint Partners, a leading investment bank headquartered in Los Angeles, with branch offices in Chicago, New York, and Shanghai. Radia heads the firm's mergers and acquisitions practice. Since its inception in 2002, FocalPoint has grown to become one of the larger middle market investment banks in the country, with approximately 60 professionals who deliver a diversified suite of advisory services to clients, including mergers and acquisitions, debt placements, and financial restructurings. Radia has approximately 24 years of investment banking experience advising owners and stakeholders of middle-market companies (typically those with revenues of \$50 to \$500 million) on mergers and acquisitions, debt and equity recapitalizations, and financial restructurings. He has served as principal financial advisor on numerous high-stakes transactions, notably in the healthcare, personal care, and business services sectors.



**DANIEL SHEA**

Managing Director  
Objective Capital Partners  
SPECIALTY / INDUSTRY FOCUS: M&A in Manufacturing &  
Distribution

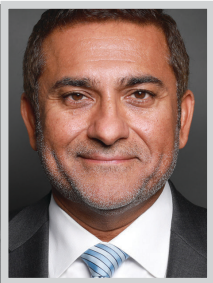
Daniel Shea is a managing director of Objective Capital Partners, a leading investment banking and valuation firm serving the lower middle market, specifically companies with an enterprise value of \$20-\$75MM. Shea leads the business development and transaction advisory efforts for engagements across all practice groups. He is a results-oriented leader with a 25+ year track record of success with transaction experience including private and public company sales, corporate divestitures, mergers, acquisitions, and capital raise engagements, as well as preparing strategic assessments for owners, management and their boards often as a precursor to transaction execution. Shea has assisted in closing countless transactions throughout his career in a wide variety of sectors including consumer, healthcare, manufacturing & distribution and technology, ranging in size throughout the lower middle market from \$10-250 million.



**AARON SOLGANICK**

Chief Executive Officer  
Solganick & Co.  
SPECIALTY / INDUSTRY FOCUS: Software and IT Services

Aaron Solganick founded Solganick & Co. in 2009 and has 25 years of investment banking and corporate development experience within the software and tech-enabled services industry sectors. He launched the firm because he noticed a large number of conflicts of interest within the investment banking industry as well as a general lack of vertical industry specialization among a majority of investment bankers. He wanted to make sure his team was focused and had deep industry expertise and experience in order to complete M&A transactions for his clients. Solganick has held leading investment banking and corporate development positions at many prominent firms including KPMG Corporate Finance, Bear Stearns, B. Riley FBR, Southwest Securities, and Perot Systems Corporation. He has advised on over 200+ transactions totaling approximately \$8 billion of value including M&A, private equity, IPOs, and secondary offerings of several top global technology firms.



**RAJESH SOOD**

Managing Partner  
FocalPoint Partners, LLC  
SPECIALTY / INDUSTRY FOCUS: Industrials, Restaurants,  
Location-Based Entertainment, Personal Care, Healthcare

As one of three managing partners at FocalPoint, Rajesh Sood is active in the firm's Corporate Social Responsibility program ("CSR"). Since the program's inception in 2017, FocalPoint employees, joined by senior management, have undertaken community outreach events, including events that support economically-disadvantaged youth. This year, Sood and FocalPoint's CSR team participated in Cycle for Survival, a cancer fundraising event co-hosted by Equinox and Memorial Sloan Kettering. Previous charitable works entailed working with the LA District Attorney's office on a "Project Lead" event which educated students about the criminal justice system and how to make good decisions, and a "Career Path" mentoring event for high school students in partnership with the Youth Business Alliance. The firm also participated in a business coaching event for inmates at California State Prison in Lancaster and held a college application workshop for disadvantaged youths.

**Congratulations to Aaron Solganick  
Recognized as one of Los Angeles Business Journal's  
Leaders of Influence: Investment Bankers, 2020**

**Software + Tech-Enabled Services + Healthcare IT  
Investment Banking | M&A Advisory**

Los Angeles San Francisco Dallas

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