



Waypoint Summit Ventures is a Colorado-based buyer focused on acquiring and operating one great B2B service business. We're not private equity—we're here to acquire a service-oriented business that supports other companies in operations, compliance, or infrastructure by stepping in full-time and growing thoughtfully over the long term. Based in Colorado, we bring a hands-on, people-first approach to ensure a smooth, respectful transition.

What We're Looking For

Industry Focus (B2B Services)

- Construction-adjacent or niche trade services
- E-learning development firms
- Logistics and warehouse services
- Regulatory compliance services
- Engineering consulting services
- Waste Management

Business Criteria

- Located within 90 minutes of Boulder, CO
- Operating for 10+ years
- Reoccurring revenue or repeat customer base
- Low regulatory or concentration risk

Financial Minimums

- \$5M annual revenue
- \$1M annual profit
- 15% EBITDA Margins

	WAYPOINT SUMMIT VENTURES	Private Equity	Competitor / Strategic Buyer
Focus	One company, full-time	One of many portfolio companies	One division of a larger company
Owner's Future	Flexible and tailored to seller	Typically full commitment or exit	Typically exit
Company Legacy	Preserved and valued	Uncertain	Often molded into a larger company
Timeline & Goal	Long-term, sustainable growth	Mid-term, position to sell	Short-term, integrate into larger operation
Deal Terms	Flexible and tailored to the sellers personal and professional needs	Typically strict and standard set by the fund	Least flexible structure and liquidity options

Why Waypoint Summit Ventures

- Locally owned and operated
- 15+ years experience in business development, sales & operations leadership and go-to-market strategy.
- Committed to long-term, hands-on ownership—not a financial flip
- Flexible, thoughtful buyer who respects the legacy of the business
- Ready to move quickly on the right opportunity



Philip Roussey, Founder & Operator

Colorado-based operator, growth-minded leader, and passionate about building great businesses and strong teams for the long haul. Over a 15-year career in the building materials industry, Philip's advanced through leadership roles at two international corporations, living in six states and leading teams from 5 to 250. His experience spans strategy, sales, and execution—always with a focus on people, performance and long-term value creation. Outside of work, he enjoys skiing, riding ATVs, and raising two incredible children alongside his best friend and wife, Molly, in the heart of the Rockies.

