

Tigertail Capital Partners Officially Launches with Formation of Advantage Distribution Holdings

Advantage Distribution Holdings has been formed to create an industry-defining, tech-enabled distribution platform of HVAC equipment & parts

August 12, 2024

Miami, FL – Tigertail Capital Partners (“TCP”), a Miami-based investment firm, is pleased to announce its official launch. TCP is dedicated to investing in founder-owned businesses across highly fragmented industries with limited tech-enablement to-date. TCP is led by Alex Gatof, Andrew Och and Zach Katz, who collectively have over 25 years of experience in private and public market investing in addition to software and data engineering.

Tigertail Capital Partners will be focused on making control investments in U.S.-based, founder-owned businesses with enterprise values up to \$100 million and partnering with existing management teams to accelerate growth and create long-term value for shareholders. TCP has garnered initial support and backing from multiple family offices and industry executives.

“At TCP, we have an intimate understanding of the unique opportunities and challenges faced by founder and family-owned businesses,” said Zach Katz, Co-Founder and Managing Partner. “We also understand growth is not a solo endeavor, but a team effort. We formed TCP with a singular objective – to forge enduring partnerships with the leaders of today to catalyze the market-defining businesses of tomorrow.”

Tigertail Capital Partners will have a targeted investment approach with an initial focus on U.S. Building Products Distribution, advancing the vital role distributors play within their value chain.

“We’ve assembled a team with significant investing and operating experience in the industrial, building products and technology industries,” said Alex Gatof, Co-Founder and Managing Partner. “Distributors, with their irreplicable logistics networks and hyper-localized fulfillment capabilities, are the lifeblood of the U.S. supply chain and poised to benefit from numerous structural and secular tailwinds. To capitalize on this, we are committed to building a best-in-class distribution platform, having identified HVAC as the perfect industry in which to do so.”

Tigertail Capital Partners’ first platform, **Advantage Distribution Holdings (“ADH”)**, has been formed to create a tech-enabled distributor of HVAC equipment & parts.

“Through ADH, we’re building an industry-defining HVAC distribution platform of scale and filling a much-needed void in the market,” said Andrew Och, Co-Founder and Managing Partner. “Industry dynamics have forged a barbell-shaped competitive landscape between regional distributors and major platforms. We believe there is a compelling opportunity to ‘Build into the Middle’, leveraging scale and technology to enhance our value proposition to both our suppliers and customers.”

About Tigertail Capital Partners

Tigertail Capital Partners (“TCP”) is a Miami-based investment firm dedicated to investing in founder-owned businesses across highly fragmented industries with limited tech-enablement to-date.

TCP focuses on making control investments in U.S.-based, founder-owned businesses with enterprise values up to \$100 million and partnering with existing management teams to accelerate growth and create long-term value for shareholders.

TCP is led by Alex Gatof, Andrew Och and Zach Katz, whose prior experience spans global investment firms such as H.I.G. Capital, Coatue Management, and Citadel, investment banks including Goldman Sachs and Credit Suisse, and FinMkt, a FinTech software solution offering home improvement financing.

Let's write the next chapter together.

Contact Information

For more information, please visit www.tigertailcap.com

For inquiries, please email info@tigertailcap.com