

Nava Partners

Snah Desai
Founder & Principal



Who We Are

At Nava Partners, we take a hands-on, operator-led approach to acquisitions—combining capital with deep operational expertise to accelerate growth. As both investors and operators, we immerse ourselves in the business, working directly onsite to lead its next phase of success. We bring fresh perspectives, proven strategies, and a commitment to long-term value creation.

Our Founder & Principal, Snah, has a strong background in technology, with experience leading teams across companies of all sizes—from startups and mid-market businesses like ServiceTitan and Outlook Amusements to large enterprises like Quicken Loans and Google. Throughout his career, he has consistently driven revenue growth, enhanced customer retention, and optimized operations, delivering measurable results at every stage.

When you work with Nava Partners, you're working directly with decision-makers—not layers of management or corporate bureaucracy. We believe in clear, decisive action and a commitment to preserving and enhancing what makes your business exceptional.

If you're the owner of a B2B Services, Technology Services, or Software business looking to transition out of day-to-day operations, we bring the expertise and hands-on leadership to ensure a smooth transition and a strong future for your company. Leveraging Snah's background in product leadership and operations, we specialize in optimizing platforms, expanding revenue streams, and implementing transformative strategies that drive sustainable, long-term growth.

Criteria

- Geography: US Based
- Industries: B2B services (e.g. Cold Storage, Medical Billing, etc.) and Technology Services (e.g. IT MSP, Network & Security, etc.)
- Financials: EBITDA of \$1M-\$5M and Revenue of \$3M-\$50M
- Operations: At least 3 years in business
- High degree of recurring revenue
- Low capital intensity
- Majority stake available with owner looking to step out of operations

Approach

1) Confidential introduction call: A brief, no-obligation conversation to understand your goals, discuss the business opportunity, and determine mutual alignment. »

2) Sign NDA and initial information gathering: We sign a Non-Disclosure Agreement to ensure confidentiality, followed by a preliminary data request to assess the business. »

3) In-person meeting and valuation discussion: A face-to-face meeting to get to know one another, dive deeper into operations, and discuss valuation expectations to ensure a fair and informed approach. »

4) LOI/Exclusivity: If there's a strong fit, we submit a Letter of Intent (LOI) outlining key deal terms, securing exclusivity to proceed with next steps. »

5) Final due diligence: A thorough review of financials, operations, and legal considerations to confirm the business's viability and ensure a smooth transition. »

6) Close: Finalizing the purchase agreement and completing all necessary steps to successfully pass the torch.

Contact

snah@navapartners.co
949.414.7833
navapartners.co

