

Thoughtful Business Succession

The mission of Viva Partners is to acquire and operate a single business, taking it to new heights. We dream big in our ambition to grow a company. We want ourselves, our team and the original founders to be proud of what the business has achieved.

What makes us different

The business we buy will be our sole focus: We are not managing an investment portfolio. We are choosing to dedicate our careers to one company and one team.

We do not have a time-horizon: We are not fans of short-term quick wins. We plan to stay for the long-term and will grow the business over time.

We understand that different sellers have different needs. Your needs will be a priority when structuring the transaction. We will work with you to thoughtfully craft the transition.

Our capital is not anonymous: We are funded by an experienced team that cares as much as you do, because they have been in your shoes.

We know what is like to run a business because we have done it: We have deep experience and are passionate about acquiring, managing and growing businesses.

Who are we

Camila and Dustin are partners in life and now in business. They have built a 10-year relationship based in trust and are a perfect match given their well-rounded complementary experiences and personalities.

Camila has +10 years of hands-on experience such as launching and growing a start-up to +70 people, managing a product portfolio for a large multinational and advising leaders in large organizations.



Dustin has +10 years of experience in investment banking and private equity. He has worked in a variety of industries, completing more than a dozen transactions representing +US\$1bn in value.



What we are looking for

We are searching for a business in North America with the following characteristics:

- Recurring or reoccurring revenue
- Low capital intensity
- \$1M+ EBITDA and/ or \$5M+ Revenue
- Growing industry
- Clear competitive advantage
- Full or majority sale of the business

How we work

Values-driven. Dedicated. People-oriented.

We will get our hands dirty

We are here to roll up our sleeves, and live and breathe your business. We are not abstract thinkers or paper-pushers. We are practical and hands-on doers.

We are here to first learn, then lead

We are approachable and down-to-earth. We do not claim to know more than team that is already successful and will not interfere with what already works.

Our mission is to protect your legacy first, then build

Our primary goal is to protect what you have worked hard to create while bringing our skills and dedication to pursue sustainable growth.

We deeply care about people

We believe in the power of people and we will invest to create meaningful personal connections. For us, strong relationships lead to happy and loyal clients and employees.

We believe that "business as usual" never lasts long

We will constantly pursue innovation within the business, in order to ensure that the business is prepared for change and continues to be a market leader.

Our values

- Value people first
- Pursue excellence
- Act with integrity
- Embrace change
- Drive positive impact

Our investors

We have a team of +15 successful entrepreneurs and funds who have invested in us and are always willing to share their collective experience and knowledge

Some of our investors:



We would love to chat with you



camila@vivapartners.ca
+1(604)970-5395



dustin@vivapartners.ca
+1(604)970-2967