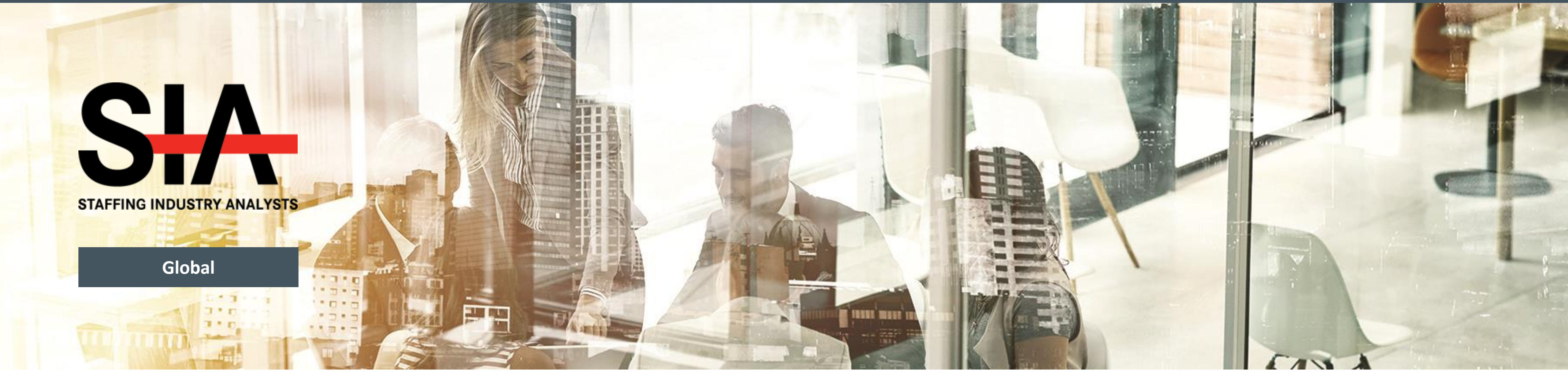

Market Information and Forecasts

Staffing M&A Funders and Advisors 2022

7 April 2022

Adam Pode, Director of Research (EMEA & APAC) | apode@staffingindustry.com

Oliver Eichenberger, Junior Research Analyst | Oliver.Eichenberger@staffingindustry.com

STAFFING INDUSTRY ANALYSTS

Introduction

- This directory provides complete records for over 50 companies operating in the M&A space around the world. Some firms offer services in just one market, while others provide international and cross-border M&A advice and services in up to 40+. They are listed alphabetically, and an index is provided at the rear of this document (page 59).
- An additional 100 firms that have been identified as providing M&A services are also shown (pages 53 to 58). We have tried to make this report as exhaustive as possible, but if there are additional companies you believe should be listed, or if you would like to contribute a "full" entry within this directory, don't hesitate to get in touch with the authors, shown below.
- This report is designed as a standalone document but can also be read in conjunction with our M&A reports which are available to subscribers of Staffing Industry Analysts' research services. These included our interactive dashboard of staffing and workforce solutions M&A activity, which details more than 1,300 transactions in the sector.
- If you are interested in joining our service or require further information, please contact SIA Member Services at memberservices@staffingindustry.com. In addition, you can subscribe free to our Daily News, which reports deals as and when they happen, by clicking here.
- Please note that the information included herein is self-reported and then edited for consistencies sake by SIA. Therefore, we cannot vouch for the accuracy of each record, nor should inclusion in this directory be taken to imply any endorsement of the companies' services. This copy of the report was completed in April 2022. Where new deal information is not available, we have marked the records to be updated.
- If you have any corrections or changes, please contact Adam Pode at apode@staffingindustry.com or Oliver.Eichenberger@staffingindustry.com

Use this report to identify M&A funders and advisors and understand the nature of their services

Many of these organisation will be an excellent source of advice about how to manage financially in these current difficult times.

Aileam Consulting

Key Contact
David O'Brien

Contact Phone
+44 7968 147 773

Contact Email
davido@aileamconsulting.com

Web Address
www.aileamconsulting.com

Headquarters
Manchester, United Kingdom

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	
IPO	x
MNE	
Recap	x
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	Manchester, England
APAC		
Americas		

Company Description

Background in fund management and investment banking. Involved in a significant number of deals within an investment banking environment. Since going solo I offer the following services, including – M&A search (bespoke, using an internally generated UK database); Strategic advice, including deal-related; Preparation for IPO (what you don't hear from your investment bank!) and, Valuation and in combination with a partner, sponsored equity research/bespoke marketing reports.

Advised

- Strategic reports for $100m+ revenue generating staffing companies, in one case leading to disposals and ultimately the acquisition of the business
- Successful M&A searches, ranging from $5m NFI upwards
- Currently running a re-financing of a Company's banking requirements
- Writing equity research on several companies
- In the process of writing a marketing document for a Company's re-launch into the US market

Argosy Healthcare Partners

Key Contact
Paul Barrett

Contact Phone
610-331-4362

Contact Email
pbarrett@argosyhp.com

Web Address
www.argosyhp.com

Headquarters
Wayne, PA, USA

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	
IPO	
MNE	
Recap	x
SME	

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	x
Law Firm	
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

Company Description

Argosy Healthcare Partners ("AHP") is a healthcare focused private equity firm headquartered in Wayne, Pennsylvania. AHP is dedicated to partnering with entrepreneurial founders and talented management teams and together building market leading platforms. AHP partners with founder owned healthcare businesses anywhere in the US with $1.0 - $3.0 million of EBITDA and executes majority control transactions. AHP is a platform built for founder-owned companies to support their culture, reinvest in their business, and accelerate growth.

Argosy Healthcare Partners is a division of Argosy Capital Group, Inc. ("Argosy Capital"), a diversified investment firm with over $2.3 billion in AUM dedicated to the lower middle market with teams spanning private equity, real estate, credit, secondaries and healthcare.

Prior Investment & Partnership

- Partnered with American Health Staffing Group ("AHSG") and its two terrific Founders, Mark Smith and Jerick Henley, in October 2016
- Backing Mark and Jerick. our goal was to build a national and diversified healthcare staffing platform with leading technology
- We executed four add-on acquisitions in the first 12 months of our partnership and added VMS / MSP, travel nursing, allied and interim leadership divisions to the existing AHS Staffing business
- In November 2021 and after having accomplished the mission, AHSG was sold to Littlejohn & Co., a New York based private equity firm. Mark, Jerick and team continue to lead the company
- Most proud of the culture, people and strength of relationships that we built together

Axiom Partners

Key Contact
Wessel van Alphen

Contact Phone
+ 31 (0) 20 – 7671705

Contact Email
van.alphen@axiompartners.eu

Web Address
https://axiompartners.eu/

Headquarters
Amsterdam, Netherlands

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	x
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	x
Investor (VC/PE)	x
Law Firm	
DCM/ECM	x
M&A Advisory	x
Staffing Firm	x

Regions		
EMEA	x	Cham, London, Amsterdam
APAC		
Americas		

Company Description

Axiom Partners private equity practice provides comprehensive advisory at all stages of a transaction's lifecycle. Operating across pan-European regions, Axiom's global knowledge helps clients realize their business goals across M&A, restructuring, financing and other corporate transactions. We pride ourselves on our reputation for technical expertise, objective guidance and superior execution.

We are sourcing assets not only by numbers and facts. We also recognize them by our gut feel, our intuition. We know the market and acknowledge flawlessly hidden gems.

Thanks to our direct connections with institutional investors and banks, we always find funding. We're currently setting up our fund to be in total control.

Closing the deal; acquisitions and sales. We do this with our highly international experienced deal team.

We are in it for the long run. Entrepreneurship is in our blood. We, therefore, apply a buy & build strategy in which everything resolves around value creation.

Advised

- Sourced and funded over 4.3 billion euro in over 10 European countries. Details not disclosed.
- Bought De Staffing Groep (NL) in 2021 (turnover 420 million +)
- Bought Cannock Chase (NL) in 2021 (turnover 32 million+)

Baird

Key Contact
Bret Schoch

Contact Phone
+1 312 609 4965

Contact Email
bschoch@rwbaird.com

Web Address
www.bairdglobalinvestmentbanking.com

Headquarters
Milwaukee, WI, USA

Deal Type	
Angel	
Cross Border	x
Domestic	
ESOP	
IPO	x
MNE	
Recap	x
SME	

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	London, Frankfurt
APAC	x	Shanghai, Mumbai, Sydney
Americas	x	Atlanta, Boulder, Boston, Chicago, Denver, Houston, Milwaukee, New York, Portland, Silicon Valley, St. Louis, Tampa, Washington, D.C.

Company Description

Baird is a global investment bank focused on the middle market. Approximately 400 investment banking professionals in the U.S., Europe and Asia provide corporations, entrepreneurs, private equity and venture capital firms with in-depth market knowledge and extensive experience in sell side and buy side M&A, debt advisory and equity financing transactions.

In 2021, Baird completed 210 advisory transactions, representing more than $102 billion in transaction value, and 154 financings, raising more than $77 billion. Committed to being a great place to work, Baird ranked No. 32 on Fortune's 100 Best Companies to Work For in 2021 – its 18th consecutive year on the list.

Advised

- Diversant's sale to ACS Solutions
- ESS's sale to Vistria
- Manpower's acquisition of ettain group
- iWorkglobal's sale to Velocity Global
- People2.0 on its majority investment from TPG Growth

BDO Corporate Finance

STAFFING INDUSTRY ANALYSTS

Key Contact
James Fieldhouse

Contact Phone
+44 7854 278 307

Contact Email
James.fieldhouse@bdo.co.uk

Web Address
www.bdo.co.uk

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	x
MNE	x
Recap	
SME	x

Service	
Accountant	x
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

Company Description

BDO Corporate Finance is a global provider of M&A services and Transactions services to a number of industries with specific expertise in the human capital and staffing sector. During 2021 BDO completed in excess of 2,000 transactions with a total deal value of $128.6bn, making BDO one of the most active advisers globally. BDO's focus is on helping entrepreneurially spirited businesses succeed, which in the staffing sector means working with companies from $10M to $1BN in revenue. By having 2,500 Corporate Finance professionals in 120 countries BDO can support staffing companies worldwide with a range of services including full M&A sale support to owners, advice on MBOs and Private Equity investment, debt re-financing and fund raising, acquisitions and buy-side support on transactions including due diligence.

Advised

- Sale of a specialist IT recruitment company
- Re-financing of a specialist healthcare recruitment group
- Management Buy-Out of a professional services recruitment company
- Buy-side support in respect of an equity investment into a technology enabled recruitment group
- Reporting Accountant to an AIM listed recruitment group
- Sale of an engineering & infrastructure recruitment company
- Buy-side support in respect of an equity investment into an Executive Search recruitment company

Benjamin F. Edwards

Key Contact
Shelby Schagrin

Contact Phone
(314) 480-1032

Contact Email
shelby.schagrin@benjaminfedwards.com

Web Address
www.benjaminfedwards.com

Headquarters
St. Louis, MO, USA

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	
IPO	
MNE	
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

Company Description

Benjamin F. Edwards Investment Banking group is an established and growing middle-market mergers and acquisitions (M&A) financial advisory practice. The Investment Banking team advises clients primarily in the business services, consumer and industrial sectors.

Our team has a highly successful record of selling companies. The sale of a business represents one of the single-largest strategic and financial decisions a business owner will make. At Benjamin F. Edwards, we have the tools, expertise and perspective to meet clients' individual needs. Edwards has 600+ employees located in 85 offices across the U.S.

Advised

- Rooster Park, a full-service software engineering staffing agency and consultancy, on its sale to Eliassen Group.

Blackwood Capital

STAFFING INDUSTRY ANALYSTS

Key Contact
Thomas Kardos | Ronny Grosman

Contact Phone
+44 20 3096 6910

Contact Email
thomas.kardos@blackwoodcapital.com
ronny.grosman@blackwoodcapital.com

Web Address
https://www.blackwoodcapital.com/

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	Offices in London and Frankfurt
APAC	x	Advised on deals in China, India, etc. from London
Americas	x	Extensive experience in US cross-border M&A

Company Description

We are a London-based, HR Solutions specialized mid-market M&A and Corporate Finance advisory firm. We pride ourselves with an extensive track-record within Staffing and HR Solutions, having completed transactions for major global as well as mid-market and SME players globally.

As an owner-managed business, our strength is to execute mandates in any jurisdiction ourselves with the objective to develop long-term relationships with our clients by offering impartial advice, unencumbered from external influences.

Through our offices in London and Frankfurt we have strong coverage of the entire European market and regularly advise on transactions also outside of Europe, including in particular USA as well as China, India and the Middle East.

Advised

- Gi Group on the acquisitions of Axxis Intérim et Recrutement and Grafton Recruitment
- Wynden Stark GQR on growth capital financing from Corbel Capital Partners
- Harvey Nash on the acquisition of Latitude 36, Inc.
- Work Service S.A. on debt restructuring and the public takeover by Gi Group
- FiveTen Group on the sale of Marks Sattin to Gi Group, on the sale of Antal Russia to Antal International and on the sale of E.M.R. to IPE Capital
- Work Service on the sale of Exact Systems to Management and CVI
- Groupe Crit on Sustained Quality's acquisition of EHD Tech and on the acquisition of Peoplelink
- Adecco on the sale of its Russian and Ukrainian subsidiaries to Lugera and on the acquisition of Avanta
- Ajilon on the sale of its planning and engineering unit to Byers Engineering Company

BLACKWOOD
CAPITAL GROUP

Boxington Corporate Finance

Key Contact
Tim Evans, Managing Director and Founder

Contact Phone
+44 207 355 6270

Contact Email
twe@boxington.com

Web Address
www.boxington.com

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	UK, Switzerland, Belgium, Germany, France, Sweden.
APAC	x	Japan, Hong Kong, Singapore, Australia
Americas	x	USA, Canada

Company Description

Boxington is an independent, internationally respected, research-driven, corporate finance advisory house, specialising in advising companies across the global Business-to-Business (B2B) services and technologies market, with particular expertise and track record in recruitment, staffing and HCM sectors.

Boxington Corporate Finance was founded in 2010 and is authorised and regulated by the Financial Conduct Authority.

Advised

- AppsIT (UK based specialist provider of Oracle consultants) on its MBO, supported by Collective Capital
- TRG Logistics (UK based logistics recruitment specialist) on its sale to Challenge Group
- Sellick Partnership (UK based public sector recruiter) on sale to France based professional support and business services provider Samsic
- Orion Electrotech (UK based Technical recruiter) on sale to TechnoPro Inc (Japan)
- Boyd & Moore (Japan based executive search business) on acquisition by TechnoPro (Japan)

Bridgepoint Investment Banking

Key Contact
Chad Gardiner

Contact Phone
+1 (402) 817-7902

Contact Email
cgardiner@bridgepointib.com

Web Address
www.bridgepointib.com

Headquarters
Omaha, NE, United States

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	USA, Canada

Company Description

Bridgepoint Investment Banking is a tenacious, innovative and results-oriented independent boutique investment bank focused on impact and value creation for founder-owned businesses in the staffing industry. We provide confidential, creative and unconflicted capital solutions and strategic advice to clients globally across a range of focus sectors. Bridgepoint provides capital raising and M&A advisory solutions. Capital raising solutions include debt advisory, equity advisory and a market-leading leveraged finance practice. M&A advisory solutions include sell-side M&A, buy-side M&A, management buyout and cross-border M&A advisory.

Advised

- Atlas MedStaff, Split lien debt capital raise to support minority shareholder buyout
- Atlas MedStaff, Senior debt refinancing
- Mission Essential Group, Growth debt refinancing
- Data Migration Resources, Sell-side M&A advisor on merger with Syniti
- Data Migration Resources, Buy-side cross-border M&A advisor on acquisition of DabarcData Advisors
- Data Migration Resources, Senior and uni-tranche debt capital recapitalization

Brown Brothers Harriman & Co.

Key Contact
Akhil Patel / Daniel Head

Contact Phone
+1 617 772 2262 / +1 617-772-6939

Contact Email
akhil.patel@bbh.com / Daniel.head@bbh.com

Web Address
www.bbh.com

Headquarters
New York, NY USA

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	x
IPO	
MNE	
Recap	x
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	x
Investor (VC/PE)	x
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

Company Description

BBH Private Banking's singular focus is helping our clients achieve their vision of success for their businesses, families and wealth. In our Corporate Advisory & Banking (CAB) group, we help our clients grow and transition their companies by offering objective corporate finance advice and capital. We aim to build long-term trusted advisor relationships with the owners and managers of such companies while offering our perspective and experience as an investor and capital provider for over 200 years. Our assistance comes in many forms – from financing the organic growth of a business or an acquisition to providing advice on capital structure or navigating the sale of a business. For more information, visit www.bbh.com.

Advised

- Softworld, Inc. – Provided the founder with an objective perspective on shareholder liquidity options available and the implications associated with each option to him as principal shareholder and to his management team, who had nonvoting equity participation. During the M&A process, BBH provided an unbiased perspective on key negotiating points to ensure the founder's goals were met.
- Medicus Healthcare Solutions, LLC – Structured a multiyear senior debt financing enabling the founder to provide liquidity for certain management team members. BBH also provided unbiased advice to the founder at key decision points during its majority recap transaction in 2018.
- GIFTED Healthcare – In 2021, BBH Capital Partners completed an investment in GIFTED Healthcare in partnership with its management team, founders and existing shareholders.
- BBH CAB continues to advise companies in the healthcare staffing and professional staffing sectors.

Capitalmind

Key Contact
Ervin Schellenberg

Contact Phone
+49 (0)61 1205 4810

Contact Email
Ervin.Schellenberg@capitalmind.com

Web Address
www.capitalmind.com

Headquarters
Wiesbaden, Germany

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	X
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	X	Germany, Holland, France, Switzerland, Nordics, UK
APAC	X	India
Americas	X	USA

Company Description

Capitalmind is one of Europe's largest independent corporate finance advisory firms – and fully owned by its partners. Since 1999, they have provided unbiased advice to mid-market companies, entrepreneurs, family businesses, (private equity) investors and large corporates on selling, buying and financing businesses across the globe. They operate in the following sectors: Business Services – Consumer – Food & Agro – Healthcare – Industrials – TMT. Capitalmind has advised on more than 200 deals and recently welcomed Investec as a strong partner.

Recent or Notable Deals

- Sale of IT staffing services company to Orlando management AG
- Advisor of Van den Belt Capital by its investment in Teamshape
- Sale of DBS Talent&salaris and financieel to Visma / HG Capital
- MBO of Meotec (consulting firm) backed by Azulis Capital
- Management of K+V financial interim acquired the division of K+V Veenendaal via a management buy out (HighQ)
- Advisor by the sale of an online and mobile employment provider to a listed company
- To be updated

capitalmind
BEYOND TRANSACTIONS

Capstone Partners

Key Contact
Bob Balaban, Managing Director

Contact Phone
+1 303 792 9400

Contact Email
BBalaban@CapstonePartners.com

Web Address
www.CapstonePartners.com

Headquarters
Boston, MA USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	x
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	London, UK
APAC		
Americas	x	Many US offices and Brazil

Company Description

Capstone Partners provides world-class M&A Advisory Services to middle-market business owners and investors pursuing a sale transaction. We are experts in generating shareholder wealth, either through a full or partial exit. Our reach into both the strategic acquirer and private equity communities is extensive and our industry relationships are deep. Through the marriage of our transaction execution skills and our sector expertise, we are able to deliver superior valuations with enhanced speed to closure and probability of success.

Capstone Partners also delivers buy-side advisory services to large corporate acquirers, acquisitive middle market businesses and PE-backed portfolio companies seeking to leverage our industry expertise. Our M&A bankers often team with our financial advisory services (FAS) group to assist acquirers throughout the entire transaction process, including target identification, transaction structuring & negotiation, business & financial due diligence, quality of earnings review, valuation & fairness opinions, and managing the closing process.

Advised

- Capstone Partners completed 68 M&A transactions in 2021 totalling more than $5.8 Billion in transaction value and 128 FAS engagements. Please visit our website to explore our extensive list of transactional experience and exclusive industry research in the Human Resources and Staffing sector: capstonepartners.com.

Cascadia Capital

Key Contact
Hugh Campbell

Contact Phone
+01 415 215 7571

Contact Email
hcampbell@cascadiacapital.com

Web Address
www.cascadiacapital.com

Headquarters
Seattle, WA USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

Company Description

Cascadia Capital is a middle market investment bank founded in 1999, serving both private and public growth companies around the globe. We are client-focused, strategic partners that work with companies throughout their life cycle.

Cascadia Capital offers a level of expertise and customization clients won't find elsewhere. Our team combines Wall Street experience with deep knowledge from the hundreds of transactions we've completed.

We are industry specialists that simplify complex issues. We believe in the potential of your business, and help you achieve your growth and liquidity goals.

As a trusted advisor to our clients, we deliver proven investment banking experience, deep domain expertise, strong relationships and direct communication.

Advised

- Point B, a global consulting and recruiting firm, on its sale to Endeavour Capital
- Fresh Consulting, an innovation consulting and staff augmentation company, on its recapitalization by The Cynosure Group
- Navin Haffty, a healthcare consulting and interim staffing business, on its sale to Providence
- Bluetree Network, a healthcare consulting and staff augmentation company, on its sale to Providence

Citizens Capital Markets & Advisory *(fka Bowstring Advisors)*

Key Contact
Alan Bugler / Dave Phillips / Steve Dyott

Contact Phone
+1 404 461 4600

Contact Email
alan.bugler / dave.phillips / stephen.dyott @citizensbank.com

Web Address
www.citizenscommercialbanking.com/ma-advisory

Headquarters
Providence, RI USA

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	x
IPO	x
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	x
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

Company Description

Citizens Capital Markets & Advisory is a top 10 middle market M&A advisor that supports clients across a focused set of industry sectors. Our bankers thrive on delivering keen market insights that are both strategic and thoughtful, while driving extraordinary outcomes for our clients. Our team includes 75+ M&A investment banking professionals across the U.S. who complete 90+ transactions annually. Citizens Capital Markets & M&A Advisory is a member of FINRA and SIPC and is a registered broker-dealer.

Advised

- P2P Staffing Corp, a national leader in technology staffing and locums tenens staffing services in its recapitalization by Alvarez & Marsal Capital.
- Matrix Resources, a leading provider of technology and engineering workforce solutions and Agile/DevSecOps consulting services in its sale to Motion Recruitment.
- WorkforceQA, a leading tech-enabled employment compliance solutions firm in its recapitalization by Hamilton Robinson Capital Partners.
- Black Diamond Networks, a Boston-based life sciences consulting firm in its recapitalization by Tenex Capital Management.
- Hire Dynamics, a leading specialized commercial staffing platform in its sale to EmployBridge.
- TruStaff, one of the largest independent travel nurse staffing firms, in its recapitalization by Cornell Capital.

Clearsight Advisors

STAFFING INDUSTRY ANALYSTS

Key Contact
Joel Kallett

Contact Phone
+1 703 672 3100

Contact Email
jkallett@clearsightadvisors.com

Web Address
httpss://clearsightadvisors.com/

Headquarters
McLean, Virginia (Greater Washington, D.C.)

Deal Type	
Angel	
Cross Border	X
Domestic	X
ESOP	X
IPO	
MNE	
Recap	X
SME	

Service	
Accountant	
Consultant	
Corporate Finance	X
Investor (VC/PE)	X
Law Firm	
DCM/ECM	X
M&A Advisory	X
Staffing Firm	

Regions		
EMEA	X	
APAC	X	
Americas	X	McLean VA, New York, NY, Dallas TX and Nashville TN

Company Description

Clearsight Advisors is an independent merchant banking firm dedicated to providing world-class M&A and capital raising solutions exclusively to growth-oriented Business Services and Technology companies. Clearsight combines deep market insights across software, services and data. This market knowledge combined with superior strategic and financial advice allows Clearsight to act as a catalyst, enabling entrepreneurs, private equity owners and board of directors to successfully advance their vision. Clearsight Capital Advisors, Inc., a wholly owned subsidiary, is a registered member of FINRA & SIPC.

Advised

- E-Nor, Inc. on its acquisition by Cardinal Path, a Dentsu Aegis Network subsidiary
- West Monroe Partners on the sale of its Managed Services division to M/C Partners
- Intersys Consulting, LLC on its acquisition by ASGN Incorporated (NYSE: ASGN)
- West Monroe Partners on its acquisition of GoKart Labs
- Bulldog Solutions on its acquisition by Hero Digital, a CI Capital Partners LLC portfolio company
- Navigator Management Partners in its acquisition by Avaap, an NMS Capital portfolio company
- Vitech Systems Group in partnership with CVC Capital Partners
- Putnam Associates in its acquisition by UDG Healthcare plc’s Ashfield Communications and Advisory business (LON: UDG)
- To be updated

CLEARSIGHTADVISORS
RELENTLESS FOCUS. HIGH IMPACT ADVICE.

Clearwater International

Key Contact
Mark Maunsell

Contact Phone
+44 845 052 0352

Contact Email
Mark.Maunsell@cwicf.com

Web Address
www.clearwaterinternational.com

Headquarters
London, UK

Deal Type	
Angel	
Cross-Border	X
Domestic	X
ESOP	
IPO	
MNE	
Recap	X
SME	X

Service	
Accountant	
Consultant	
Corporate Finance	X
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA	X	Denmark, France, Germany, Ireland, Italy, Portugal, Spain, UK
APAC	X	China
Americas		

Company Description

Clearwater International (CWI) is an independent corporate finance house focused on excellent client outcomes. With 250+ employees in 17 international offices, the business has completed over 1600+ transactions, worth more than €80 billion. All our projects were delivered by specialist industry teams, covering 10 sectors: automotive, business services, consumer, energy and utilities, financial services, food and beverage, healthcare, industrials and chemicals, real estate and TMT. Working alongside directors, shareholders and investors we advise on all aspects of corporate finance from mergers and acquisitions (M&A) and company sales through to management buy-outs (MBOs) and fundraising transactions.

Advised

- Chase, a Contract Sales Outsourcing service, on its recapitalisation, with investment provided by Vespa Capital
- The shareholders on the MBO of Gatenby Sanderson, an interim search and selection company, backed by Primary Capital
- Education recruitment business, Synarbor, on its €26m sale to Sovereign Capital Partners LLP
- Sovereign Capital on its majority investment in Nurse Plus, a homecare services staffing business
- The shareholders of Brightwater Recruitment, a professional services recruiter, on the buyout of the company
- Social worker recruitment agency, Liquid Personnel, on its sale to Towerbrook backed ICS
- To be updated

Citrin Cooperman

Key Contact
Mike Zyborowicz, CPA

Contact Phone
+1 215 545 4800 x 4133

Contact Email
mzyborowicz@citrincooperman.com

Web Address
www.citrincooperman.com

Headquarters
New York, NY USA

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	
IPO	
MNE	
Recap	x
SME	

Service	
Accountant	x
Consultant	x
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	California, Connecticut, DC Metro (MD, MA& VA), New York, Pennsylvania, Rhode Island

Company Description

Citrin Cooperman is the nation's largest provider of accounting, tax and consulting services to the staffing industry. With over 40 years of deep staffing industry expertise, Citrin Cooperman has earned the trust of more staffing companies of all sizes than any other accounting firm in the United States. We work with all types and all sizes of staffing companies, including contingent and retained search, staffing and PEO's throughout America.

Advised

- PE-backed strategic buyer in 60+ add-on acquisitions of security guard companies with revenues ranging from $5M to $300M
- Owners of a New-England based $100M temporary staffing company on the sale of their business to a strategic buyer
- Strategic acquirer in several acquisitions of small and mid-size staffing firms located across the United States
- Portfolio company of a private equity fund in its acquisition of a $100M staffing firm
- Buyer involved in a stock purchase of an IT staffing company with $13M in revenue
- $50M revenue staffing company with offices across the country involved in a capital raise
- Strategic acquirer in its acquisition of an IT recruiting and staffing firm with $14M in revenue in Texas

Connect Corporate Finance

Key Contact
Charlie Watson – Head of Staffing Transactions

Contact Phone
+44 (0) 7716 655 717

Contact Email
Charlie@connectcf.com

Web Address
www.connectcf.com

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

Company Description

Connect Corporate Finance is an independent buy-side focused corporate finance house. Headquartered in London, UK we have completed transactions in the UK, US & in the Asia Pacific region. As a sector focused consultancy, we understand the ambitions and challenges staffing agencies face, covering all sub sectors within Staffing & Recruitment, we have developed a specialism within high volume, low margin industrial, whilst also delivering value to higher skilled, contract focused agencies.

Working alongside directors, shareholders and investors, we are well positioned to assist ambitious agencies with their growth strategy of acquisitions. Through our sector focus, we interpret and execute our clients strategy and act as an extension to their C-Suite or in house corporate development team. Once an acquisition criteria is confirmed, we originate off market acquisition opportunities, which enable our clients to have direct conversations with suitable targets, helping them achieve their long term growth strategy.

Advised

- Market mapping and buy-side support for a European temporary agency entering North America
- Deal origination and execution for a leading digital recruitment platform in Tampa, Florida and New York
- Buy-side lead support on a roll up strategy of UK midsized blue collar agencies
- Sale of UK based, construction recruitment company

Corporate Finance International ('CFI')

Key Contact
Roel ter Steeg

Contact Phone
+31 (0)6 21 23 41 56

Contact Email

roel.tersteeg@thecfigroup.com

Web Address
http://www.thecfigroup.com

Headquarters
Amsterdam, the Netherlands

Deal Type	
Angel	
Cross Border	X
Domestic	X
ESOP	
IPO	
MNE	X
Recap	X
SME	X

Service	
Accountant	
Consultant	
Corporate Finance	X
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA	X	Amsterdam, Brussels, Budapest, Cardiff, Cluj-Napoca, Düsseldorf, Gothenburg, Lisbon, London, Malmö, Milan, Munich, Paris, Stockholm, Stuttgart, Warsaw, Zurich
APAC	X	Mumbai, Shanghai, Singapore, Tokyo
Americas	X	Chicago, Detroit, Denver, New York, São Paulo

Company Description

Corporate Finance International ('CFI') is a trusted advisor with over 250 M&A professionals specialising in cross-border acquisitions, divestitures, capital raisings, and related services all over the world. In 2020, CFI completed almost 140 M&A transactions, involving its partners in 18 countries and 4 continents. Within CFI the Staffing & HR services team is dedicated to provide global, industry specific, best-in-class, cross-border M&A advisory services to its international Staffing & HR clients. The Staffing & HR services team has over 200 years of specialised and dedicated M&A experience, with an in-depth understanding of trends and developments in the Staffing & HR industry.

Advised

- Morgan Stanley Tactical Value Investing, acquired a significant stake in Olympia Nederland, the 6th largest (general) staffing company in the Netherlands
- Ergon Capital has acquired international outsourced R&D and engineer Aurico, a recognized leader in background screening, drug-testing services, selection assessments and other related HR solutions has been sold to CareerBuilder, a recruitment technology company
- Aurico, a recognized leader in background screening, drug-testing services, selection assessments and other related HR solutions has been sold to CareerBuilder, a recruitment technology company
- Solyne, the Dutch leading specialist provider of engineering white-collar has been sold to Continu Group, the Dutch white-collar engineering staffing business of Belgium based House of HR, a portfolio company of Naxicap Partners.

De Bellas & Co

Key Contact
Royal J. Brown Alfred F. De Bellas

Contact Phone
+1 949.842.7068 +1 713.443.0805

Contact Email
rbrown@debellas.com
adebellas@debellas.com

Web Address
www.debellas.com

Headquarters
Austin, TX

Deal Type	
Angel	
Cross-Border	X
Domestic	X
ESOP	X
IPO	
MNE	
Recap	X
SME	

Service	
Accountant	
Consultant	X
Corporate Finance	X
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	X	

Company Description

De Bellas & Co. is the leading investment bank focused on M&A advisory services exclusively for the staffing and workforce solutions industry. We bring extensive expertise in mergers and acquisitions, divestitures, and financial advisory services for our clients. De Bellas has successfully completed over 250 M&A transactions.

Since 1983, De Bellas & Co. has specialized in serving enterprises whose primary value arises from intangible assets, or human capital. Our focus is the middle market, where we provide advice and guidance based on years of experience with entrepreneurs confronting once-in-a-lifetime decisions. We provide senior-level service and attention on all transactions, large and small, international and domestic, and both public and private. Our bankers have relationships with hundreds of strategic and financial buyers—and the ability to identify the most likely and best-suited parties to a transaction.

Advised

- Advised Legal Process Outsourcing firm in the sale to Private Equity Group.
- Assisted large public company in the divesting of its Legal staffing and outsourcing division.
- Advised commercial staffing firm to large multi discipline staffing firm.
- Advised in recapitalization of an HR Software Firm.

East Wind

Key Contact
Peter Rothschild

Contact Phone
+1 646-202-1509

Contact Email
prothschild@eastwindadvisors.com

Web Address
www.eastwindadvisors.com

Headquarters
New York, NY

Deal Type	
Angel	
Cross Border	X
Domestic	X
ESOP	X
IPO	
MNE	X
Recap	X
SME	X

Service	
Accountant	
Consultant	
Corporate Finance	X
Investor (VC/PE)	X
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	X	

Company Description

East Wind is a New York based boutique investment bank which provides merger and acquisition services, financing services, and other general financial advisory services to the staffing and placement industries. The firm is a member of FINRA (Financial Industry Regulatory Authority), SIPC and registered with the Securities and Exchange Commission (SEC) as a broker-dealer.

East Wind provides a full array of corporate financial advisory services including: merger and acquisition (M&A), cross border advisory services, exchange offers, fairness opinions, leveraged and management buyout advisory services, employee stock ownership plan (ESOP) advisory services, recapitalization advisory services, restructuring and bankruptcy advisory services, strategic alliances and takeover defence services.

Financing services include arranging bank debt, mezzanine financing, private investments in public entities (PIPEs), private placements, public equity and high yield underwriting advisory services and recapitalisations of all kinds.

Advised

Not disclosed; The firm has represented staffing industry clients in exclusive sales to strategic and financial buyers as well as in employee stock ownership plan (ESOP) transactions.

Emerging Staffing Brokers

STAFFING INDUSTRY ANALYSTS

Key Contact
Eugenio Micheletti/Martin Padulla

Contact Phone
+54 9341 5596515/ +54 9341 5412405

Contact Email
emicheletti@emergingsb.com

Web Address
https://www.emergingsb.com/

Headquarters
Buenos Aires, Argentina

Deal Type	
Angel	X
Cross Border	X
Domestic	X
ESOP	
IPO	
MNE	X
Recap	
SME	X

Service	
Accountant	
Consultant	X
Corporate Finance	X
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA		
APAC		
Iberoaméri ca (Americas, Spain, Portugal)	X	Spain, Portugal, Mexico, Brazil, Colombia, Argentina, Chile, Peru, Ecuador, Uruguay, Paraguay, Panama, Central America.

Company Description

We are a team of consultants specialized in M&A processes in the staffing and outsourcing industry. We have a thorough knowledge of the Iberoamerican markets: Latin American + Spain + Portugal. We understand its key variables, players, opportunities and challenges.

The expertise in the industry we have acquired for over 20 years has enabled us to build reliable relationships with relevant actors of the industry in Latin America, Europe, United States and Asia Pacific. We work to improve key processes for the seller and to develop the most suitable landing strategy in the region for the buyer. As a result, we achieve the right matching for both parties.

We reward the confidence of our clients by accompanying them throughout the whole M&A process. We strongly believe that reliability is built by taking into consideration the following values: Integrity, Professional Ethics, Confidentiality and Results Orientation.

Advised

- Empresaria plc on People Solimano acquisition, based in Peru.
- PAE Mexico on Assistem acquisition, based in Argentina.
- Human Net Colombia on selling to GI Group.
- PAE Peru on ERP solution implementation.
- To be updated

emerging STAFFING BROKERS

England & Company

STAFFING INDUSTRY ANALYSTS

Key Contact
Andy Cowherd

Contact Phone
+1 212 235 0855

Contact Email
acowherd@englandco.com

Web Address
https://www.englandco.com

Offices
Houston, New York, San Diego, Singapore, Washington DC

Deal Type	
Angel	
Cross-Border	X
Domestic	X
ESOP	X
IPO	
MNE	X
Recap	X
SME	X

Service	
Accountant	
Consultant	
Corporate Finance	X
Investor (VC/PE)	
Law Firm	
DCM/ECM	X
M&A Advisory	X
Staffing Firm	

Regions		
EMEA	X	
APAC	X	
Americas	X	

Company Description

England & Company is an independent investment bank that provides financial advice on mergers and acquisitions, restructurings, and financing transactions to owners, executives, and boards of directors of public and private companies. The firm's clients include leading companies in the Healthcare, Energy & Industrial Growth, Financial Services, and Technology markets. The firm has offices in Houston, New York, San Diego, Singapore and Washington, DC. Through its affiliates, the firm has additional investment banking resources throughout Europe, India, Asia and South America.

England Team Members' Experience

- Former investor in and Board Member of Nursefinders Inc.; led acquisition, financing and sale transactions
- Former investor in Sinclair Montrose Healthcare plc (Match Group plc) a London based staffing, locums, housecalls, and urgent care business
- Advisor to Acacium Group on its acquisition of Favorite Healthcare Staffing
- Advisor to PE firms on potential U.S. staffing investments and acquisitions

ENGLAND & COMPANY

Fairmount Partners

Key Contact
Andy Brown

Contact Phone
+1 215 287-5200

Contact Email
Andrew.Brown@FairmountPartners.com

Web Address
www.FairmountPartners.com

Headquarters
Philadelphia, PA USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	Extensive experience in cross-border transactions
APAC	x	Recent experience with some of the largest PE firms in Asia
Americas	x	United States (Headquartered in Philadelphia, PA)

Company Description

Fairmount Partners is an independent mergers and acquisitions advisory firm primarily serving professional services, information technology, life sciences and healthcare clients. The firm specializes in advising successful, entrepreneur-led and private-equity-owned middle-market growth companies with mergers and acquisitions, and assists companies to raise funding for acquisitions, growth and liquidity. Fairmount combines sector expertise and leading market intelligence with an independent, client-focused advisory culture. Fairmount has completed more than 260 transactions throughout North and South America, Europe, Asia and Australia. Fairmount Partners is a registered Broker Dealer, member FINRA (www.finra.org) and SIPC (www.sipc.org).

Advised in 2021

- Advised Fidato Partners, an accounting & finance, risk management & transformation and IT consulting company, on its sale to Eliassen Group, a portfolio company of Stone Point Capital
- Advised Optomi Professional Services, a provider of technology consulting, team augmentation and domestic rural outsourcing services to Fortune-listed clients all across the US, in securing an investment from FFL Partners
- Advised Cella, a staffing, managed solutions and consulting firm for the creative, marketing and digital market, in its sale to Randstad USA (US business of Randstad NV)
- Advised OmniPoint Staffing, a full-service staff augmentation firm that specializes in providing highly skilled resources for ERP and infrastructure projects, in its sale to The Planet Group, a portfolio company of Odyssey Investment Partners
- Advised SDLC Partners, a provider of digital transformation, business and technology solutions within the healthcare ecosystem, with a particular focus on supporting leading payer organizations, in its sale to CitiusTech, itself owned by Baring Private Equity Asia

Gambit Corporate Finance

Key Contact
Geraint Rowe

Contact Phone
+44 845 643 5500

Contact Email
geraint.rowe@gambitcf.com

Web Address
www.gambitcf.com

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC		
Americas		

Company Description

Gambit is an independent corporate finance lead advisory firm, specialising in advising private and public companies on mid-market transactions in the UK and overseas. It has a dedicated staffing sector team and whether buy side or sell side, preparing a business for exit, raising investment or sourcing strategic advice on value maximisation, every transaction is partner led.

Headquartered in London with offices in Cardiff, Gambit is widely recognised as a market leader in M&A advice in the staffing sector, having built up detailed industry knowledge and an enviable track record in deal origination and execution.

Advised

- Management buy out of Outsource UK
- Sale of MPCT to Learning Curve Group, a portfolio company of Agilitas
- Your World Recruitment Group on strategic advice
- Acquisition of Recruitment Zone by Outsource UK
- Staffing 360 Solutions Inc on acquisition strategy and target identification
- Management buy out of BIE Executive
- ACT Training on its sale to Cardiff & Vale College

Golden One Ventures

Key Contact
Eric Allison

Contact Phone
+1 916 588 2459

Contact Email
eric@goldenoneventures.com

Web Address
www.goldenoneventures.com

Headquarters
Las Vegas, NV

Deal Type	
Angel	
Cross Border	X
Domestic	X
ESOP	
IPO	
MNE	
Recap	
SME	X

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA	X	UK
APAC		Singapore, Japan, China, Hong Kong, Philippines
Americas	X	USA, Canada

Company Description

Golden One Ventures is a Mergers & Acquisitions advisory firm with a demonstrated history in transactions focused solely on the Staffing & Recruiting Industry. With an unshakable commitment to creating deals that are opportune for all parties involved, Golden One Ventures provides strategic, tailor-fit solutions for buy-side and sell-side clients.

Golden One Ventures supports a wide array of clients in the middle market including institutional private equity groups, private companies and individual investors. They have supported multiple companies towards reaching and exceeding business goals.

Advised

- Healthcare staffing firm Corratel Corp. to nationwide healthcare staffing firm Premier Healthcare Professionals.
- Hospitality and light Industrial staffing firm KY Hospitality LLC to private equity group Hoosier Investments LLC.
- Light Industrial staffing firm Staff Matters to staffing firm NSC Technologies, backed by private equity firm White Wolf Capital.
- Accounting & Finance staffing firm CV Resources to private investor.
- To be updated

Goldenhill International M&A Advisers

Key Contact
Philip Albright (UK) / Kevin O'Neill (USA)

Contact Phone
+44 (0) 7752 692 126 / +1 619 987 8223

Contact Email
philip.albright@gtallp.com / kevin.oneill@gtallp.com

Web Address
https://goldenhill.international

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	United Kingdom, Italy, Luxembourg
APAC		
Americas	x	United States, Argentina

STAFFING INDUSTRY ANALYSTS

Company Description

We are international M&A advisors, who have successfully been completing engagements for over 30 years. With 5 offices in the UK, Europe and The Americas, our sole focus is executing mergers and acquisitions, advising our clients whose businesses are operating in the FinTech, HRTech, Workforce Solutions, ESG and Responsible Investment sectors.

Advised

- Launchpad Recruits Ltd, a provider of a market leading SaaS-based recruitment automation and video interviewing platform, in sale to US-based OutMatch, a leading provider of a SaaS-based talent intelligence platform.
- Beijing Career International ("CI"), a China based recruitment solutions provider, in its acquisition of a majority stake of UK recruitment firm Investigo for approximately £22 million.
- Hays Plc on its U.S. platform acquisition of Veredus, an IT staffing provider in the Southeastern U.S.
- Sigmar, an Irish Recruitment firm, in completion of a strategic partnership with French staffing giant Groupe Adéquat.
- GECO Deutschland, a German IT Recruitment firm, in the sale of the company to Yoh.
- J&C Associates Limited, a Recruitment firm based in the United Kingdom and specialising in IT, in the recently completed sale to eTeam Inc.
- ROC Global Solution Consulting Limited, a human resources technology consulting business, in the sale of the company to Zalaris ASA

Goldenhill
INTERNATIONAL M&A ADVISORS

HHMC Global

Key Contact
Rod Hore

Contact Phone
+61 419 401 210

Contact Email
Rod.Hore@hhmc.com.au

Web Address
www.hhmc.com.au

Headquarters
Sydney, Australia

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	UK & Partner offices
APAC	x	Australia, New Zealand, Singapore, Hong Kong
Americas	x	Canada, US & Partner offices

Company Description

HHMC Global is an independent advisory group focused exclusively on the Staffing industry. HHMC Global has in depth experience and knowledge of the Australian, New Zealand, UK, Asian & Canadian markets, complemented by strong international networks in the US, India & South America.

HHMC's team provide a range of services to assist organizations prepare and manage equity transactions, be they acquisitions, mergers, divestments or exits. Services are provided on cross-border as well as within different international geographies.

Founded in 1999, HHMC has completed sale or acquisition transactions for clients that include SME's, private, public and international organizations.

Advised

- Publicly listed Japanese buyer for Australian based acquisitions.
- Major global corporate entity on divestment in APAC.
- IT agencies on sale to publicly listed Australian buyer
- Group of Canadian agencies on merger.
- Completed sale of UK owned healthcare agency to Australian private company buyer.
- Large-scale Industrial Workforce supplier on international market divestment targets.
- Leading Australian Healthcare & Industrial recruitment company on sale to publicly listed corporate.

High Street Capital

Key Contact
Derek Gollnitz, Vice President

Contact Phone
+1 (312) 423-2658

Contact Email
derek@highstreetcapital.com

Web Address
www.highstreetcapital.com

Headquarters
Seattle, WA USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	x
Law Firm	
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

Company Description

High Street Capital is a 25-year-old Chicago-based operationally focused middle market private equity firm that partners with management teams to invest in and help grow their businesses. High Street is currently investing its fifth fund, an SBIC that was raised in 2018 at $165 million in commitments.

For new platform investments, we target companies in the outsourced business services, niche manufacturing, and value-added distribution sectors based east of the Rockies and generating between $3 million and $12 million of cash flow. We tend to invest at least $10 million at closing and can invest both mezzanine debt and equity, but a strong majority of the capital we deploy is equity and we always lead with equity.

We look to support strong management teams and are typically the first institutional capital invested in our target companies. We will structure our transaction proposals to help meet sellers' objectives, including investing non-control equity when merited and reserving debt and equity headroom to accommodate follow-on investments for capital projects or add-on acquisitions depending on the growth plan.

We currently have a team of nine, consisting of five investment professionals who primarily source and execute transactions, three operating partners who primarily manage active investments, and one CFO who holds everything together, all of whom—we're particularly proud to note—are investors in our fifth fund.

Houlihan Lokey (“HL”)

Key Contact
Thomas Bailey / Andrew Shell

Contact Phone
+1 404 495 7056 / +1 404 495 7002

Contact Email
TBailey@hl.com / AShell@hl.com

Web Address
www.hl.com

Headquarters
Los Angeles, CA USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	x
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	x
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	Amsterdam, Dubai, Frankfurt, London, Madrid, Milan, Paris
APAC	x	Beijing, Hong Kong, Singapore, Sydney, Tokyo
Americas	x	Atlanta, Chicago, Dallas, Houston, Los Angeles, Miami, Minneapolis, New York, San Francisco, Washington, D.C.

STAFFING INDUSTRY ANALYSTS

Company Description

Houlihan Lokey (NYSE:HLI) is a global investment bank with expertise in mergers and acquisitions, capital markets, financial restructuring, valuation, and strategic consulting. The firm serves corporations, institutions, and governments worldwide with offices in the United States, Europe, the Middle East, and the Asia Pacific region. Independent advice and intellectual rigor are hallmarks of the firm’s commitment to client success across its advisory services.

Houlihan Lokey is ranked as the No. 1 M&A advisor for all U.S. transactions and the No. 1 M&A advisor for all Global transactions, according to Thomson Reuters.

Advised

- Addison on its sale to Trilantic
- Ettain Group on its sale to Manpower
- Apollo on its acquisition of Employbridge
- A&M Capital on its acquisition of P2P (TekPartners & MPLT)
- AHSG on its sale to Littlejohn
- GHR on its sale to MidOcean
- Planet Group on its merger with ProPharma/Odyssey
- Apollo/Employbridge on its acquisition of Hire Dynamics
- Avaap on its sale to ASGN
- Execu|Search on its sale to Mill Rock Capital
- Eliassen Group on its sale to Stone Point Capital
- CDI Corporation (NYSE: CDI) on its sale to AE Industrial
- CIP Capital on its investment in WilsonHCG

HOULIHAN LOKEY

Intista

Key Contact
Steve Nunn

Contact Phone
+1 954 300 1973

Contact Email
info@intista.com

Web Address
www.intista.com

Headquarters
Weston, FL USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	
SME	x

Service	
Accountant	
Consultant (Post Merger Integration)	x
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA	x	UK, Germany
APAC		
Americas	x	USA

Company Description

The experts in the integration of small and mid-size businesses, helping acquirers address the five areas of integrating an acquired business: the people (org chart), technology, business operations, processes and cultures.

Engaged in a variety of ways:

• help acquirers straighten out their existing integration processes

• plan and announce an integration

• help acquirers deliver all or parts of the integration, providing extra resources to manage projects and coordinate cross-functionally during this chaotic time

• mentor and advise management in acquisition integration, so that they can do integrations unsupported in the future

Advised

- Matrix Medical Network acquisition of HealthFair. Intista was hired to oversee the integration merger of the two separate IT departments into a single department. Major themes were technology consolidation, process improvement, call center technology implementation. Business culture differences between the businesses were identified and addressed through mentoring and coaching.
- Boral USA acquisition of Headwaters. Intista was hired to co-lead the integration set up, which took place during the federal approval period. When the deal received approval, the entire collection of 12 functional groups were empowered to begin their integrations on schedule.

Kroll Corporate Finance (formerly Duff & Phelps)

Key Contact
John Niehaus

Contact Phone
+1 713 986 9307

Contact Email
john.niehaus@kroll.com

Web Address
www.kroll.com

Headquarters
Houston, TX USA

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	x
SME	

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	United States

Company Description

Kroll Corporate Finance's (formerly Duff & Phelps) staffing M&A team processes deep staffing industry knowledge while maintaining regular interaction with the key strategic buyers in the industry, both domestic and international, as well as the most active private equity buyers interested in the staffing sector.

Kroll is known for having high quality staffing acquisition opportunities in the marketplace, enabling the firm to elicit robust interest from both financial and strategic buyers. Kroll's staffing M&A team will manage a tight, cohesive process that supports strong outcomes for both the shareholders and management teams of its staffing industry clients.

Advised

- TechLink in its sale to The Execu|Search Group
- The Rowland Group in its sale to System One
- Brilliant in its recapitalization transaction with Silver Oak Services Partners
- Maxsys Solutions in its sale to Yoh
- Vision Technology Services in its sale to BG Staffing
- Hudson Global in the divestiture of its IT staffing business to Mastech Holdings
- Hudson Global in the divestiture of its legal eDiscovery business to DTI
- InStaff in its sale to BG Staffing

Mishcon de Reya LLP

Key Contact
Nick Davis

Contact Phone
+44 20 3321 7435

Contact Email
Nick.Davis@Mishcon.com

Web Address
www.mishcon.com/services/recruitment-services

Headquarters
London, United Kingdom

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	x
IPO	x
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	
Investor (VC/PE)	
Law Firm	x
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		x
APAC		x
Americas		

STAFFING INDUSTRY ANALYSTS

Company Description

At Mishcon de Reya, we have the largest dedicated Recruitment Services Group in the UK, made up of specialists in regulatory, litigation, employment and corporate law. We have acted at the highest level for organisations, individuals and teams in this sector for over 20 years.

We offer a genuine 'one-stop shop', providing practical and commercial solutions in the most complex situations. We advise on the full spectrum of contentious and non–contentious matters, and regularly draw upon additional expertise from our immigration, competition, tax, IT and reputation management colleagues.

In recent years, very few firms have advised on the number of corporate transactions on which we have acted.

Advised

- Advising the shareholders of Nolan Partners Limited, a globally recognised sports, entertainment and media senior executive and board level search firm, on its sale to Excel Sports Management.
- Advising Impellam Group on the acquisition of Flexy Corporation.
- Advising 360 Solutions on a series of acquisitions, including the acquisitions of Clement May, CBS Butler Holdings, The JM Group and Poolia UK.
- Acting for the shareholders of Allen Lane on the sale to Outsourcing Inc, as well as the sale of their interests in the consulting and managed services company Allen Lane Consulting to Outsourcing UK.
- Advising nGAGE Specialist Recruitment on a number of acquisitions including the acquisition of 85% of the issued share capital of Qu Recruitment and CBS Butler Holdings.

Mishcon de Reya

Momentum Advisory Partners

Key Contact
Akash Taneja

Contact Phone
+1 714 349 0510

Contact Email
akash@momentumadvisorypartners.com

Web Address
www.momentumadvisorypartners.com

Headquarters
Los Angeles, CA USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	X

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	USA & Canada

STAFFING INDUSTRY ANALYSTS

Company Description

Momentum Advisory Partners is a founder focused, M&A Advisory firm with an exclusive focus in advising and representing companies in all segments of professional staffing, including IT services & consulting, healthcare, finance & accounting, legal, and engineering, among others. Our clients range anywhere from $10 million to $100 million in annual sales and are headquartered in the US and Canada.

Our services include mergers & acquisitions advisory, divestitures, and valuation services. Our experienced professionals have an exceptional track record of providing remarkable results for our clients in the space for nearly 15-years.

Advised

- The DAKO Group, an automotive focused Technical/Engineering staffing firm, on its sale to Artech, a global provider of workforce solutions
- CompuStaff Corp, a Toronto based provider of IT staffing services to finance, insurance and consulting organizations, on its sale to the David Aplin Group
- New Elevation, an IT staffing and consulting solutions firm with a focus on providing technical talent within enterprise level e-commerce platforms, on its sale to Turnberry Solutions, a platform company of private equity group Abry Partners
- ICON Medical Network, a provider of healthcare staffing/locum tenens, on its sale to healthcare staffing veteran, Janet Elkin

MOMENTUM ADVISORY PARTNERS

Nunn Better Consulting

Key Contact
Steve Nunn

Contact Phone
+1 954 300 1973

Contact Email
info@nunnbetterconsulting.com

Web Address
www.nunnbetterconsulting.com

Headquarters
Weston, Florida, USA

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	

Service	
Accountant	
Consultant (Post Merger Integration)	x
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		
APAC		
Americas		USA

Company Description

The experts in the integration of small and mid-size businesses. We help acquirers integrate the people (org chart), technology, business operations, processes and cultures. We are engaged in two ways: either with In Person consulting, where we work with the client addressing their specific issues, or by subscribing to a cloud-based service, which include online training, templates downloads and a weekly meeting. The cloud-based subscription helps acquirers integrate their acquired businesses. Consequently, the regions to the left are now global.

Advised

- Matrix Medical Network acquisition of HealthFair. Nunn Better Consulting was hired to oversee the integration merger of the two separate IT departments into a single department. Major themes were technology consolidation, process improvement, call center technology implementation. Business culture differences between the businesses were identified and addressed through mentoring and coaching.
- Boral USA acquisition of Headwaters. Nunn Better Consulting was hired to co-lead the integration set up, which took place during the federal approval period. When the deal received approval, the entire collection of 12 functional groups were empowered to begin their integrations on schedule.
- To be updated

Optima Corporate Finance

Key Contact
Philip Ellis

Contact Phone
+44 (0)7973 625211

Contact Email
Philip@optimacf.com

Web Address
www.optimacf.com

Headquarters
London, United Kingdom

Deal Type	
Angel	x
Cross-Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

Company Description

Optima Corporate Finance is a London based M&A and Corporate Finance advisor to the Recruitment and HR Tech sectors, led by Philip Ellis, who has 26 years in the Recruitment sector and advised on more than 100 transactions. Philip founded and floated a vehicle on AIM to back recruitment start-up which then grew into a support services player. He also helped to launch Sonovate. As a UK boutique with a strong network of global partners, we are practical, hands-on advisors and we pride ourselves on helping our clients to maximise the value of their businesses. Clients range from private businesses seeking a first acquisition or sale to International Groups, Private Equity owned businesses and quoted companies. Increasingly, Executive Search firms are approaching Optima to explore M&A opportunities. Confidentiality and discretion underpin everything that we do.

Advised

- Sale of Grovelands to Davies Group
- Sale of S&H Consulting to Sheffield Howarth
- Acquisition of Zebra People by HW Global Talent Partner
- Acquisition of MTREC by TrustTech
- Sale of CBS Butler to 360 Staffing Solutions (US)
- Sale of Easypay to Workr Group

Ortoli Rosenstadt LLP

Key Contact
Paul Pincus

Contact Phone
+1 212 829-8931

Contact Email
php@orllp.legal

Web Address
www.orllp.legal

Headquarters
New York, NY USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	x
MNE	X
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	x
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		Physical Offices
APAC		
Americas	x	New York, NY

Company Description

Ortoli Rosenstadt LLP is a boutique 18-lawyer corporate and international law firm based in New York City that is one of the preeminent law firms in the country in representing staffing firms – particularly in M&A transactions.

Paul Pincus, who heads the firm's private company Mergers & Acquisitions and Staffing practices, has over 35 years experience representing staffing firms, and doing deals, in all sectors of the staffing industry.

Paul and his team have completed over 80 deals in the staffing industry, ranging in size from under $20 Million in enterprise value to over $125 Million in enterprise value. The firm has represented digital staffing platforms, IT staffing and solutions firms, legal staffing firms, accounting and finance staffing firms, commercial staffing firms, light industrial staffing firms, home healthcare staffing firms, and executive recruiting firms, in complex domestic and cross-border purchases, sales, mergers, recapitalizations, management buy-outs, and integrations of acquired businesses.

Advised

- Represented one of the largest multinational staffing firms in several acquisitions during the build-out of its U.S. operations.
- Represented $150M staffing firm in the sale of its commercial staffing and home heath care operations.
- Represented numerous IT staffing and solutions firms in their sales to national and multinational staffing firms.
- Represented numerous staffing firms (IT staffing, accounting and finance, and commercial staffing) in their recapitalizations by private equity firms.
- Represented digital staffing platform in several recent acquisitions.

P&M Corporate Finance, LLC (PMCF)

Key Contact
Matt Rupprecht

Contact Phone
+1 248 603 5210

Contact Email
Matt.Rupprecht@pmcf.com

Web Address
http://pmcf.com/

Headquarters
Detroit, MI USA

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	Chicago, Detroit, Denver

Company Description

PMCF is a client-centric middle market investment bank providing merger and acquisition advisory services to private, public, and private equity owned companies worldwide. We combine our expansive industry and transactional expertise with highly engaged, senior-level bankers to create tailored solutions for all our clients. PMCF helps clients meet their sale, acquisition, financing, and strategic growth objectives through a broad range of services, including sale advisory, acquisition advisory, capital raising, transaction planning, and strategic advisory. We have dedicated professionals focused on plastics & packaging, business & technology services, industrials, healthcare, and consumer & retail industries. In addition, PMCF has dedicated resources serving the staffing and human capital management (HCM) industry. We have offices in Chicago, Detroit, and Denver and internationally through our CFI partner firms.

Advised

- Premier Employee Solutions, LLC, 1st Class Staffing, LLC, EZ Payroll & Staffing, LLC, BrandPack Solutions, LLC, and Premier Implementation Solutions Canada Inc. in its sale to SwipeJobs
- Corporate Screening in a Transaction with First Advantage
- Credential Check Corporation in a Sale Transaction with Iron Creek Partners
- Aurico in its sale to CareerBuilder
- West Educational Leasing (d/b/a PMCI and Willsub) in its successful sale to Educational Staffing Solutions (ESS) / Source 4 Teachers (a portfolio company of Nautic Partners)

Provident Healthcare Partners

STAFFING INDUSTRY ANALYSTS

Key Contact
Rich Sciretta

Contact Phone
781-561-5386

Contact Email
rsciretta@providenthp.com

Web Address
www.providenthp.com

Headquarters
Boston, MA USA

Deal Type	
Angel	
Cross Border	
Domestic	x
ESOP	
IPO	
MNE	
Recap	x
SME	

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

Company Description

Provident Healthcare Partners provides advisory services related to mergers and acquisitions, equity and debt capital raises, private placements, and financial restructurings. Headquartered in Boston with additional offices in New York and Los Angeles, the firm has completed over 165 transactions. The firm focuses its efforts within healthcare services, which include healthcare staffing, pharma services, home health and hospice, and physician practice management.

Advised

- Grape Tree Medical Staffing, a healthcare staffing provider specializing in per diem staffing, on its recapitalization with New MainStream Capital.
- ProHealth Partners on its investment from Balance Point Capital
- Epic Health Services, a leading pediatric home health staffing provider, on its partnership with Webster Equity Partners

Provident

R.A.Cohen Consulting

STAFFING INDUSTRY ANALYSTS

Key Contact
Sam Sacco

Contact Phone
+1 910 769 4057

Contact Email
sam@racohenconsulting.com

Web Address
www.racohenconsulting.com

Headquarters
Wilmington, North Carolina

Deal Type	
Angel	
Cross Border	X
Domestic	X
ESOP	
IPO	
MNE	
Recap	
SME	

Service	
Accountant	
Consultant	X
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	X	Wilmington, NC and Toronto Canada

Company Description

R.A. Cohen Consulting has completed over 180 transactions and has over 76 years of staffing and M&A experience. We continue to be very bullish on the M&A activity for 2021. There is plenty of cash and motivation among buyers and more sellers seem to believe it is a good time for an exit. With the predications for increased staffing growth for the future, investors see the industry as a great place to increase their earnings. We have had several straight years of high demand and we believed last year that increases in multiples would top out at their highest level in two decades. We believe that based on current demand that there is still room for multiples to move up slightly in 2021. The Covid virus has impacted some company revenue and PPP loans have been used so these factors will affect deal structures, if not value.

Advised

- The sale of a $165M light industrial company to a private equity firm
- The $20M divesture of multiple branches in one state for mostly cash in a record 45 days from listing to closing to an international firm
- A company that specialized in concierge, multi-unit property management and federal government staffing to an investment group looking to roll up multiple staffing companies
- A $30M commercial staffing company in New York State to an in-state strategic buyer
- To be updated

r.a.cohenconsulting

Sovereign Private

Key Contact
Paul Masters

Contact Phone
+61 2 9227 9000

Contact Email
pmasters@sovereignprivate.com.au

Web Address
www.sovereignprivate.com.au

Headquarters
Sydney, Australia

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	x
IPO	x
MNE	
Recap	
SME	x

Service	
Accountant	x
Consultant	x
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions	
EMEA	
APAC	Australia, New Zealand, Japan and Asia
Americas	

Company Description

Sovereign Private is an award-winning Chartered Accounting firm specializing in the staffing and recruiting industry. The firm provides corporate finance services, accounting services and taxation advice to the recruitment industry in Australia, New Zealand, Japan and Asia. Our depth of knowledge has been gained from over 20 experience of advising the industry.

Our specialty is the M&A sell side and we have established a strong reputation as the adviser of choice to the recruitment industry in Australia. We provide both advisory services and transaction support.

Our firm also provides advisory services in respect of buy-outs, demergers and ESOPs.

Advised

- Aurec Group on its sale to Randstad NV
- Peoplebank on its sale to Recruit, Inc
- Bluefin and Marble Group on their sales to Outsourcing, Inc
- Profusion Group sale to Redwood North Private Equity
- Ensure Recruitment on it's demerge from Rubicor Group
- Management buyout of Staff Australia
- Perigon sale to PeopleIN
- ESOP for over 30 Australia private recruitment companies

Staffing Venture Capital

Key Contact
Eric Allison

Contact Phone
+1 916 398 7121

Contact Email
eric@staffingvc.com

Web Address
https://staffingvc.com/

Headquarters
Honolulu, HI

Deal Type	
Angel	
Cross Border	x
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	x

Regions		
EMEA		UK
APAC	x	Singapore, Japan, China, Hong Kong, Philippines
Americas	x	USA, Canada

STAFFING INDUSTRY ANALYSTS

Company Description

Staffing Venture Capital (SVC) is a boutique M&A advisor, investment firm and business accelerator with a focus on the staffing and recruitment industry. With an executive team of staffing industry investors and operators, SVC unlocks unique opportunities for portfolio companies to realize shared synergies.

SVC supports a wide array of clients in the middle market including institutional private equity groups, private companies, individual investors and as well as large strategic staffing firms. The firm specializes in 3 main services: buy-side and sell-side mergers & acquisitions, corporate development, and high-volume staffing through TeamRecruit, SVC's staffing and recruiting division.

Advised

- Tech RPO Recruiting Social to Recruiter.com
- Successful fundraising for IDC Technologies for the acquisition of Lyneer Staffing Solutions
- NY-based full service, multi-disciplined staffing firm Choice Personnel acquired by Noor Staffing Group
- Healthcare staffing firm Corratel Corp. to nationwide healthcare staffing firm Premier Healthcare Professionals
- Hospitality and light Industrial staffing firm KY Hospitality LLC to private equity group Hoosier Investments LLC
- Light Industrial staffing firm Staff Matters to staffing firm NSC Technologies, backed by private equity firm White Wolf Capital
- Accounting & Finance staffing firm CV Resources to a private investor

Staffing Venture Capital

Stony Hill Advisors

Key Contact
Fred Kaplan, CM&AP

Contact Phone
+1 (215) 867-8001

Contact Email
fred@StonyHillAdvisors.com

Web Address
www.StonyHillAdvisors.com

Headquarters
Stamford, Connecticut, USA

Deal Type	
Angel	
Cross-Border	
Domestic	x
ESOP	x
IPO	
MNE	
Recap	
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	

STAFFING INDUSTRY ANALYSTS

Company Description

We are a merger and acquisition advisory firm that specializes in providing intermediary services for lower middle market companies and small business entrepreneurs. We have assisted clients across a wide variety of industries throughout New Jersey, Pennsylvania, Delaware, Ohio, Connecticut and the New York metro region. We offer various professional services including mergers, acquisitions, divestitures, exit value planning, business valuations, and transaction consulting.

Our team of advisors have many years of successful prior corporate roles as owners, managers, and senior executives in small, medium, and large corporations. Combining these experiences with our years in advising merger and acquisitions, our years of training and experience in various professional fields, and with the uniqueness of the Stony Hill approach, is what allows us the standout as a premier M&A advisory firm for business owners selling or buying a business.

Advised

- A privately-held light industrial contract and temporary staffing firm in its sale to a publicly traded staffing firm
- A privately held office professional staffing firm in its sale to a publicly traded staffing firm
- A veteran industry executive in acquiring a new firm to lead
- A publicly traded firm that acquired an IT staffing firm
- An executive career management firm seeking an acquirer
- A split-desk technology recruiting firm seeking acquisitions
- A technology staffing firm, contract & direct hire, seeking acquisitions

STONY HILL ADVISORS

Tannenbaum Helpern Syracuse & Hirschtritt LLP

Key Contact
Joel A. Klarreich

Contact Phone
+1 212 508 6747

Contact Email
JAK@thsh.com

Web Address
http://www.thsh.com

Headquarters
New York, NY

Deal Type	
Angel	x
Cross-Border	x
Domestic	x
ESOP	
IPO	x
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	x
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	United States

STAFFING INDUSTRY ANALYSTS

Company Description

With over four decades of experience advising businesses, Tannenbaum Helpern corporate attorneys know the importance of understanding the company's business goals and industry factors and their impact on each transaction.

Tannenbaum Helpern represents staffing firms in mergers, acquisitions, joint ventures, license agreements, public offerings, private placements, recapitalizations, venture capital, lending transactions as well as business formation, corporate and partnership structures, operating agreements, and a wide range of corporate matters. We have completed over 100 staffing transactions and have the experience to represent staffing firms in a manner designed to maximize deal value and reduce post closing issues.

Advised

- Represented a leading provider of strategic staffing, consulting and direct hire solutions in a sell-side transaction to McNally Capital, a family-owned private equity firm and merchant bank
- Represented a holding company and its majority-owned subsidiaries operating staffing and placement businesses in numerous locations in the reorganization and sale of a controlling interest to a family office and its co-investors
- Represented a specialty temporary staffing business in the $70 million sale of the company
- Represented a listed staffing, home healthcare and direct-hire company in a cash for stock sale and merger with a privately-held staffing company
- Represented a national conglomerate of 12 permanent and temporary placement firms in its sale to a strategic buyer

Tannenbaum Helpern Syracuse & Hirschtritt LLP

the1

Key Contact
Mark Dixon

Contact Phone
+1 212 517 1850 (NY), +44 207 556 1090 (London)

Contact Email
mdixon@the1.com

Web Address
www.the1.com

Headquarters
London, New York City, Milan, Beijing

Deal Type	
Angel	
Cross-Border	X
Domestic	X
ESOP	
IPO	
MNE	
Recap	X
SME	

Service	
Accountant	
Consultant	X
Corporate Finance	X
Investor (VC/PE)	
Law Firm	X
DCM/ECM	
M&A Advisory	X
Staffing Firm	

Regions		
EMEA	X	London
APAC	X	
Americas	X	New York

Company Description

the1 is the leading international human capital M&A advisor with more than 85 deals completed in over 25 countries. Founded 20 years ago, the firm expanded abroad in 2010 and now has offices in the UK, Europe, China in addition to the US.

We work on the sell side or buy side, in each case advocating the interests of client to deliver 'the1' optimal transaction in the market globally. We deliver the optimal deal by overlaying price, strategy and psychology/culture on all counterparty opportunities. A sell side advisor not covering international buyers loses the chance to maximize the price choice and auction dynamics to favor its clients, hence our international expansion 10 years ago.

the1 publishes white papers such as *Disruption in Staffing*, *Valuation Approximator* to be on top of market trends, valuations and cross-border opportunities.

Advised

- On the sell side, on 24 sales of human capital businesses in the US, the UK and other countries.
- 6 IT staffing businesses sales
- 7 Sales for owners of professional staffing, 4 RPOs and 9 executive search firms
- On the buy side, 54 deals in 17 countries
- Assisted 8 buyers in making between 2 and 16 deals each over multiple years
- To be updated

"M&A for people businesses"

Thornblade Capital

Key Contact
Reg Greiner

Contact Phone
+1 864-551-1079

Contact Email
rgreiner@thornbladecap.com

Web Address
www.thornbladecap.com

Headquarters
Greenville, SC / New York, NY

Deal Type	
Angel	x
Cross-Border	x
Domestic	x
ESOP	x
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	x
Investor (VC/PE)	x
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

STAFFING INDUSTRY ANALYSTS

Company Description

Thornblade Capital brings both operational and financial investment and advisory to the HR Services and Staffing Industry. Every opportunity brings industry related resource, personnel and technology to drive better results.

Our team not only includes private equity investment personnel, but includes industry specific operators, data scientists, and resources that go far beyond the standard investment or advisory profile and team. We don't financial engineer or manage from afar; we are inside each engagement every day with our sleeves rolled up.

TBC has completed over $3.5 billion in transactions and has one of the largest industry networks within the USA. No two transactions are the same and we advise according to that mindset.

Advised

- Board Director for turnaround, restructuring situation with an IT Staffing Company in Mid Atlantic.
- Acquisition of leading SOW and IT staffing business in CT that served the Fortune 500.
- Acquisition of leading Aerospace staffing business on west coast as part of divestiture strategy.
- Acquisition of leading niche craft / shipyard staffing business in Southeast.
- Acquisition of Aerospace & Industrial staffing business in CT that was created from a special situation.
- Spin out or Carve out of industrial staffing business from a corporate parent based in the Midwest.

thornbladecapital

Transact Capital Partners

Key Contact
Patrick Morin, Partner

Contact Phone
+1 804 612 7103

Contact Email
Patrick@TransactCapital.com

Web Address
www.TransactCapital.com

Headquarters
Richmond, Virginia USA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	x
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	x
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

Company Description

Transact Capital Partners is is a full-service mergers and acquisitions advisory firm specializing in the confidential sale of privately-owned staffing firms. With seventeen highly-skilled professionals, Transact brings a high level of sophistication and expertise to middle market transactions and we employ a team approach in working with companies with revenues from $5MM to $250MM. As entrepreneurs ourselves, we understand not just the complexity of selling a business but also the personal emotions involved in making the decision to sell. Transact's focus is on helping staffing CEOs plan an execute successful exits to strategic and Private Equity buyers.

Recent Deals and Activity

- Sale of multiple specialist **IT perm** companies
- Sale of multiple specialist **IT staffing** companies
- Sale of three **light industrial staffing** companies
- Sale of a **hospitality staffing** company
- Sale of an **maritime skilled-staffing** company
- Pre-transaction performance consultants to staffing companies in the technology, light industrial, healthcare, and hospitality verticals.
- Staffing Industry thought leadership includes keynote addresses to staffing groups across the country, including: Wisconsin Association of Staffing Services, New Jersey Staffing Alliance, Massachusetts Staffing Association, Nation Independent Staffing Association, New York Staffing Association.

Wells Fargo

Key Contacts

Kwame Yankson (Business & Tech Staffing)
980-216-9114 | kwame.yankson@wellsfargo.com

Dan Evans (Healthcare Staffing)
980-275-9980 | dan.l.evans@wellsfargo.com

Jeff Cook (West Capital Finance)
214-287-4424 | jeff.cook2@wellsfargo.com

Stacy Odendahl (East Capital Finance)
404-987-3778 | stacy.odendahl@wellsfargo.com

Web Address

www.wellsfargo.com

Headquarters

San Francisco, CA

Deal Type	
Angel	
Cross-Border	x
Domestic	x
ESOP	
IPO	x
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	x
Investor (VC/PE)	
Law Firm	
DCM/ECM	x
M&A Advisory	x
Staffing Firm	

Regions		
EMEA	x	
APAC	x	
Americas	x	

Company Description

Wells Fargo is the 3rd largest bank with ~$1.8 trillion in assets with a global footprint providing a full spectrum of capabilities as a top-tier investment bank (buyside and sellside M&A, capital raising, fairness opinions, etc.) and financing (working and investment capital) to support growth and shareholder objectives.

#1 in market share serving U.S. middle market companies (e.g. privately owned, sponsor backed, publicly traded, etc.).

Deep industry experience providing advisory and financing in the staffing and human capital management sectors.

Relevant Financing Transactions

Lead roles in capital structure and/or capital markets transactions for ASGN, AMN, Cross Country, DISYS, Kforce, Korn Ferry, Medical Solutions and dozens of public, sponsor-owned and privately held staffing organizations.

Advised

- HealthCare Support sale to Ingenovis Health – Exclusive Sellside Advisor
- HIG Capital's $525 million acquisition of ASGN's Oxford – Exclusive Buyside Advisor
- Signature Consultants sale to DISYS – Exclusive Sellside Advisor
- C&A Industries sale to TPG-backed Medical Solutions – Exclusive Sellside Advisor
- ASGN's $775 million acquisition of ECS Federal – Lead Buyside Advisor
- Randstad's $429 million acquisition of Monster – Exclusive Buyside Advisor
- Creative Circle sale to ASGN for $600 million – Exclusive Sellside Advisor
- ettaingroup recapitalization by New MainStream Capital – Exclusive Sellside Advisor
- Apex Systems sale to ASGN for $600 million – Exclusive Sellside Advisor

WestView Capital Partners

STAFFING INDUSTRY ANALYSTS

Key Contact
Jonathan Hunnicutt

Contact Phone
+1 617 261 2055

Contact Email
jeh@wvcapital.com

Web Address
www.wvcapital.com

Headquarters
Boston, MA

Deal Type	
Angel	
Cross Border	
Domestic	x
ESOP	
IPO	
MNE	x
Recap	x
SME	x

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	x
Law Firm	
DCM/ECM	
M&A Advisory	
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	USA

Company Description

WestView Capital Partners is a private equity firm focused exclusively on partnering with managers of middle market companies. Our dedicated pool of investment capital is comprised of committed capital from pension funds, endowments, financial institutions, insurance companies, family offices and former executives whom we have partnered with over the years.

With approximately $1.7 billion under management, we provide equity capital for minority and majority recapitalization, growth/acquisition financings and management buyout transactions. Since 1990, the principals of WestView have invested in, and partnered with, management teams of over 90 companies, working side by side with management to help them achieve the strategic and financial objectives of their businesses.

Funded

- Recapitalization of ALKU
- Acquisition of Holland Square Group
- Recapitalization of Kymanox Corporation
- Recapitalization of Framework Solutions
- Growth investment in Invisors
- Growth investment in Shelby Group

WestView Capital Partners

WMA Partners

Key Contact
Ed Manthey

Contact Phone
+1 678 333 4059

Contact Email
ed@wmapartners.com

Web Address
www.wmapartners.com

Headquarters
Atlanta, Georgia

Deal Type	
Angel	
Cross Border	
Domestic	x
ESOP	
IPO	
MNE	
Recap	
SME	

Service	
Accountant	
Consultant	
Corporate Finance	
Investor (VC/PE)	
Law Firm	
DCM/ECM	
M&A Advisory	x
Staffing Firm	

Regions		
EMEA		
APAC		
Americas	x	USA

Company Description

WMA Healthcare Partners provides merger and acquisition services to healthcare services companies. Our company's principals are prior owners and operators of healthcare staffing firms with a combined experience of over 30 years in the industry. We understand how important it is to get objective, quality advice when buying or selling a company

Advised

- Completed over thirty (50) sell side transactions.

Other M&A Providers

Company	HQ	Country	Service	Website
AAFP Accounting & Finance	Chandler, AZ	USA	Investment/M&A	https://www.aafa.com/
ABN Amro	Amsterdam	Netherlands	Investment/M&A	https://www.abnamro.com/en/home
AGR Financial	Edison, NJ	USA	Investment/M&A	https://www.agrfinancial.com/
AIB Commercial Finance	Dublin	Ireland	Investment/M&A	https://aib.ie/group
Alantra	n/a	n/a	Investment/M&A	https://www.alantra.com/
American National Bank	Oakland Park, FL	USA	Investment/M&A	https://www.americannationalbank.com/
American Securities	New York, NY	USA	Investment/M&A	https://www.american-securities.com/
Anchorage Capital Group	New York, NY	USA	Investment/M&A	https://anchoragecap.com
Apax Partners	New York, NY	USA	Investment/M&A	https://www.apax.com/
Auris Finance	Oyon	France	Investment/M&A	https://auris-finance.fr
Avondale Partners	Nashville, TN	USA	Investment/M&A	https://www.avondalepartnersllc.com/
Bain Capital	Boston. MA	USA	Investment/M&A	https://www.baincapital.com/
Barclays	London	UK	Investment/M&A	https://www.barclayscorporate.com/
Becker	New York, NY	USA	Legal Advisors	https://www.becker.legal/
Bibby Staffing Finance	Banbury	UK	Investment/M&A	https://www.bibbyfinancialservices.com/
BMO Capital Markets	Toronto	Canada	Investment/M&A	https://capitalmarkets.bmo.com
BNP Paribas Personal Finance Sa	Paris	France	Investment/M&A	https://personal-finance.bnpparibas/fr
Braeburn Advisors	Illinois, IL	USA	Investment/M&A	http://www.braeburnadvisor.com/
BTG	Mumbai	India	Legal Advisors	https://www.btg-legal.com/
Capital Alliance Corporation	Dallas, TX	USA	Investment/M&A	https://www.cadallas.com/

*Rebranded from catalyst corporate finance

Other M&A Providers (continued)

Company	HQ	Country	Service	Website
Chartwell Business Advisors	Jasper, CA	USA	Investment/M&A	https://www.chartwellbiz.com/
CIT Group	Pasadena, TX	USA	Investment/M&A	https://www.cit.com/
Clearwater International	Birmingham	UK	Investment/M&A	https://www.clearwaterinternational.com/
CLSA Securities Japan	Tokyo	Japan	Investment/M&A	https://www.clsa.com/
Commercial Finance Group	Atlanta, GA	USA	Investment/M&A	https://www.cfgroup.net/
Credit Suisse	Zurich	Switzerland	Investment/M&A	https://www.credit-suisse.com/
Crestmark	Troy, MI	USA	Investment/M&A	https://www.crestmark.com/
Daiwa Securities	Tokyo	Japan	Investment/M&A	https://www.daiwa-grp.jp/
Deloitte	New York, NY	USA	Investment/M&A	https://www2.deloitte.com/index.html
Deutsche Bank	Frankfurt	Germany	Investment/M&A	https://www.db.com/
DW Healthcare Partners	Toronto	Canada	Investment/M&A	https://www.dwhp.com/
Epps & Coulson	Los Angeles, CA	USA	Legal Advisors	https://eppscoulson.com/
Ernst & Young Corporate Finance Inc	London	UK	Investment/M&A	https://www.ey.com/
Fairmont Consulting Group	Boston, MA	USA	Investment/M&A	https://www.fairmontcg.com/
Finvista	Hyderabad	India	Investment/M&A	https://www.finvista.com/
Foley & Lardner	Milwaukee, WI	USA	Legal Advisors	https://www.foley.com/
Gateley	Birmingham	UK	Legal Advisors	https://gateleyplc.com
Goldman Sachs	New York, NY	USA	Investment/M&A	https://www.goldmansachs.com/
Grant Thornton	Milton Keynes	UK	Investment/M&A	https://www.grantthornton.co.uk/
Haitong International Japninvest	Tokyo	Japan	Investment/M&A	https://www.htisec.com

Other M&A Providers (continued)

Company	HQ	Country	Service	Website
Hamilton Bradshaw	London	UK	Investment/M&A	http://hamiltonbradshaw.com
Hammond Law Group	Cincinnati, OH	USA	Legal Advisors	https://www.hammondlawgroup.com/
Harris Wiliams & Co.	Richmond, VA	USA	Investment/M&A	https://www.harriswilliams.com/
HgCapital	London	UK	Investment/M&A	https://www.hgcapital.com/
HSBC	London	UK	Investment/M&A	https://www.hsbc.co.uk/
IDB Bank	New York, NY	USA	Investment/M&A	https://www.idbny.com/
Insight Venture Management	New York, NY	USA	Investment/M&A	https://www.insightpartners.com/
Intermonte	Milan	Italy	Investment/M&A	https://www.intermonte.it/
Intro Protect	London	UK	Legal Advisors	https://www.introprotect.com/
Jefferies	New York, NY	USA	Investment/M&A	https://www.jefferies.com/
JPMorgan Chase & Co	New York, NY	USA	Investment/M&A	https://www.jpmorgan.com/
Keensight Capital	Paris	France	Investment/M&A	https://www.keensightcapital.com/
Kepler Cheuvreux	Paris	France	Investment/M&A	https://www.keplercheuvreux.com/
Law Speed	London	UK	Legal Advisors	https://lawspeed.com
LEK Consulting	Boston, MA	USA	Investment/M&A	https://www.lek.com/
Lewis Silkin LLP	London	UK	Legal Advisors	https://www.lewissilkin.com/
Littlejohn & Co.	Greenwich, CT	USA	Investment/M&A	http://littlejohnllc.com
Littler	Philadelphia, PN	USA	Legal Advisors	https://www.littler.com/
Lloyds TSB	London	UK	Investment/M&A	https://www.lloydsbank.com/
Macquarie Capital Group	Sydney	Australia	Investment/M&A	https://www.macquarie.com/

Other M&A Providers (continued)

Company	HQ	Country	Service	Website
MBCF Corporate Finance	Amsterdam	Netherlands	Investment/M&A	https://www.mbcf.nl/en
MergeQuest	Lynnfield, MA	USA	Investment/M&A	http://www.mergequest.com/
Michael Best & Friedrich	Milwaukee, WI	USA	Legal Advisors	https://www.michaelbest.com:443/
Mirabaud Securities	Geneva	Switzerland	Investment/M&A	https://www.mirabaud.com/
Mito Securities	Tokyo	Japan	Investment/M&A	https://www.mito.co.jp/
Mizuho Secutrities	Tokyo	Japan	Investment/M&A	https://www.mizuho-sc.com/
Morningstar	Chicago, IL	USA	Investment/M&A	https://www.morningstar.com/
National Creative Strategies	New York, NY	USA	Investment/M&A	https://www.nationalcreativestrategies.com/
Nomura Securieties	Tokyo	Japan	Investment/M&A	https://www.nomuraholdings.com/
Northcoast Research	Cleveland, OH	USA	Investment/M&A	https://northcoastresearch.com
ODDO BHF	Paris	France	Investment/M&A	https://www.oddo-bhf.com/en
Paragon Financial	Ft Lauderdale, FL	USA	Investment/M&A	https://ecapital.com/
Rajah & Tann	Singapore	Singapore	Legal Advisors	https://www.rajahtannasia.com/
RBC Capital Markets	New York, NY	USA	Investment/M&A	https://www.rbccm.com/
ReardonStaffLaw	Houston, TX	USA	Legal Advisors	http://www.reardonstafflaw.com/
Redburn	San Francisco, CA	USA	Investment/M&A	https://www.redburn.com/
Robert W. Baird & Co.	Milwaukee, WI	USA	Investment/M&A	https://www.rwbaird.com/
Royal Bank of Canada	Montreal	Canada	Investment/M&A	https://www.rbcroyalbank.com/personal.html
Scottish Pacific	Sydney	Australia	Investment/M&A	https://www.scottishpacific.com/
Seneca Coporate Finance	Nürnberg	Germany	Investment/M&A	https://www.seneca-cf.de/

Other M&A Providers (continued)

Company	HQ	Country	Service	Website
SMBC Nikko Securities	Tokyo	Japan	Investment/M&A	https://www.smbcnikko.co.jp/
Southern Bank Company	Gadsden, AL	USA	Investment/M&A	https://www.sobanco.com/
Squire Patton Boggs	Cleveland, OH	USA	Legal Advisors	https://www.squirepattonboggs.com/
Staffing Latin America	Buenos Aires	Argentina	Investment/M&A	https://staffingamericalatina.com/en/
Stifel, Nicolaus & Co.	New York, NY	USA	Investment/M&A	https://www.stifel.com/
Stonebridge Wealth Group	London	UK	Investment/M&A	https://www.stonebridgewealth.co.uk/
SunTrust Robinson Humphrey	Atlanta, GA	USA	Investment/M&A	https://www.suntrustrh.com/
Taylor Wessing	Düsseldorf	Germany	Legal Advisors	https://www.taylorwessing.com/
The Tachibana Securities	Tokyo	Japan	Investment/M&A	https://www.1ban.co.jp/
Transact Capital	Glen Allen, VA	USA	Investment/M&A	https://transactcapital.com/
Twenty 20 Capital	London	UK	Investment/M&A	https://twenty20capital.com
UBS	Basel	Switzerland	Investment/M&A	https://www.ubs.com/uk/en.html
UHY Hacker Young	London	UK	Investment/M&A	https://www.uhy-uk.com/
Vontobel	Zurich	Switzerland	Investment/M&A	https://www.vontobel.com/
White Oak Commercial Finance	San Francisco, CA	USA	Investment/M&A	https://www.whiteoaksf.com/
William Blair	Chicago	UK	Investment/M&A	https://www.williamblair.com/
Woodbridge International	New Haven, CT	USA	Investment/M&A	https://woodbridgegrp.com
Wyvern	London	UK	Investment/M&A	https://www.wyvernpartners.com/
Zürcher Kantonalbank	Zurich	Switzerland	Investment/M&A	https://www.zkb.ch/

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STAFFING INDUSTRY ANALYSTS

About SIA

Founded in 1989, SIA is the global advisor on staffing and workforce solutions. Our proprietary research covers all categories of employed and non employed work including temporary staffing, independent contracting and other types of contingent labour.

SIA's independent and objective analysis provides insights into the services and suppliers operating in the workforce solutions ecosystem including staffing firms, managed service providers, recruitment process outsourcers, payrolling/compliance firms and talent acquisition technology specialists such as vendor management systems, online staffing platforms, crowdsourcing and online work services. We also provide training and accreditation with our unique Certified Contingent Workforce Professional (CCWP) program.

Known for our award winning content, data, support tools, publications, executive conferences and events, we help both suppliers and buyers of workforce solutions make better informed decisions that improve business results and minimize risk. As a division of the international business media company, Crain Communications Inc., SIA is headquartered in Mountain View, California, with offices in London, England.

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