



## HUMAN CAPITAL MANAGEMENT ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

The FOCUS Human Capital Management (HCM) team provides sell-side and buy-side M&A advisory services for lower-middle market workforce solution firms.

Like many FOCUS M&A advisors, the HCM team is comprised of professionals with relevant real world operating experience in the HCM industry. Our extensive proprietary database of leading HCM companies, includes HCM business owners, strategic buyers and private equity investors active in the space.

FOCUS clients benefit from our deep industry relationships and inside knowledge of current valuations and deal structures.

### AREAS OF FOCUS

- Contract Staffing
- Recruiting / Recruitment Process Outsourcing (RPO)
- eLearning / Training / LMS
- HR Tech / SAAS Platforms
- PEO / Payroll
- VMS Platform Solutions
- Employment Screening Services
- Employee Benefits Solutions / Services

### SAMPLE TRANSACTIONS

This announcement appears as a matter of record only.

**QUEEN**  
CONSULTING GROUP

has been acquired by

**TALENT GROUP**

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Queen Consulting Group.

**FOCUS**

This announcement appears as a matter of record only.

**Helpmates**  
Companies

has been acquired by

**TALENT LAUNCH**

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Helpmates Companies.

**FOCUS**

This announcement appears as a matter of record only.

**neuralify**

has been acquired by

**ISG**

The undersigned advised this transaction, assisted in the negotiations, and acted as financial advisor to Neuralify, LLC.

**FOCUS**

This announcement appears as a matter of record only.

**COIT**

has been acquired by

**HUDSON RPO**

A Managing Director was an advisor on the transaction prior to joining FOCUS.

This announcement appears as a matter of record only.

**the Maxwell Group**  
INC.

has been acquired by

**inVentiv Health**

A Managing Director was a partner on the transaction prior to joining FOCUS.

### TEAM CONTACTS

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# FOCUS

Investment Banking

[www.focusbankers.com](http://www.focusbankers.com)



MEMBER OF  
American Staffing Association

# A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

## WHO WE ARE

- Middle market investment bank since 1982; serving clients from \$10-\$300M in transaction size
- Nationwide presence with 30+ bankers and 15+ staff and advisors
- Deep industry experience in targeted industry verticals
- M&A Worldwide partner firm, providing FOCUS clients local expertise—globally

## WHAT WE DO

### Sell Side

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

### Buy Side

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

### Capital Raise

FOCUS arranges debt and/or equity financing to help fuel client growth.

## Industry Practice Areas

Advanced Manufacturing

Automotive Aftermarket

Business Services

Consumer

Food & Beverage

Government & Defense

Industrials & Energy

Healthcare

Human Capital Management

Supply Chain

Technology Services

Telecom

## WHY FOCUS

- Bankers have a deep C-level industry operating experience, that optimizes our deal execution
- Customized approach that is tailored to meet each client's objectives
- All engagements are run by senior bankers
- Dedicated senior research team with premier research tools and databases, providing superior research capabilities
- Proven track record of success with strong references

CONDUCTED OVER

**250**

TRANSACTIONS FIRMWIDE

OVER

**40**

YEARS OF MIDDLE MARKET  
EXPERIENCE