

FOCUS Investment Banking Represents Queen Consulting Group in its Sale to Talent Group

FOCUS
Investment Banking

This announcement appears as a matter of record only.

QUEEN
CONSULTING GROUP

has been acquired by

TALENT GROUP

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

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Investment Banking

Washington, DC, (January 13, 2023) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [Queen Consulting Group](#) (“Queen”), a nationally recognized IT staffing and consulting company specializing in healthcare and pharmaceutical IT, Epic electronic medical record (EMR) system implementations, financial services, and niche technical recruiting, has been acquired by [Talent Group](#), a leading national IT staffing company. FOCUS represented Queen in this transaction.

Queen Consulting Group was founded in 2015 by staffing industry veteran Carl Foster, who has more than 30 years of IT staffing and consulting experience. Foster joins Talent Group’s senior leadership team, along with Queen Vice Presidents Jessica Doherty and Amy Migliore.

“Queen Consulting Group delivers IT subject matter expertise, business intelligence and healthcare consulting support across all electronic health record (EHR) platforms, including Epic and other niche electronic systems, that allow health organizations to provide outstanding customer experiences,” stated Matthew Ripaldi, CEO of Talent Group. “The addition of Queen Consulting to the Talent Group family presents a significant opportunity for us to expand our IT human capital services and solutions to a wider range of clients.”

“The FOCUS team really knows their business, and they brought in multiple strong offers for us to consider. We really look forward to joining the Talent Group—the best fit for us,” Foster said. “George Shea and Bob Maiden walked us through the process every step of the way, and highlighted our unique capabilities. We are thrilled with the result and wholeheartedly recommend FOCUS to any firm considering a sale.”

“This follows the acquisition of EdgeLink last year and is the fourth acquisition since our initial investment in 2018,” commented Michael Babb, Managing Partner of Osceola Capital, investors in Talent Group. “We continue to partner with, and are actively seeking, additional high-quality complementary firms to further expand our platform, while giving them the ability to scale rapidly and better support their client base. It was a pleasure working with the FOCUS team and we are very appreciative of them introducing us to Queen. We look forward to the partnership!”

“We were honored to represent a great company like Queen during this process,” added George Shea, Managing Director of FOCUS. “Carl and his team worked with us in every way possible to get this transaction closed on schedule.”

George Shea and Bob Maiden of FOCUS served as exclusive financial advisors to Queen Consulting Group throughout the transaction.

About Queen Consulting Group

Over the last two decades, [Queen Consulting Group](#) has grown to become a leading technology staffing and recruiting partner widely recognized within healthcare IT for its leadership team, strong industry brand, high quality standards, and subject matter expertise. Based in Boston with additional offices in the Northeast, the firm employs more than 200 IT professionals; its vast network of industry expert consultants are currently placed in more than 40 states and U.S. territories. Among the numerous industry awards earned by Queen Consulting Group are Staffing Industry Analysts Fastest Growing U.S Staffing Firms; top 20 ranking in Black Book’s 2023 and 2021 Epic Implementation Consultants survey reports; and 2021, 2022 and 2023 Best Employment Agencies in Boston by Expertise.com.

About Talent Group

[Talent Group](#) specializes in contract staffing as well as direct hire, executive search, and managed solutions. The company identifies ideal talent from its pool of millions of qualified candidates. Talent Group’s onshore delivery teams, combined with their Global Delivery Center in Hyderabad, India, provide a robust and streamlined recruiting service model that swiftly identifies highly qualified IT, engineering, and life sciences professionals. The firm offers the geographic scale, industry expertise, and full-service client delivery model of a large staffing firm on a focused and personal basis to a broad range of clients, from middle market organizations to Fortune 500 firms.

About FOCUS Investment Banking

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit www.focusbankers.com.

*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.



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