



## QUEEN CONSULTING GROUP CASE STUDY

### Queen has been acquired by Talent Group

### PROCESS & OVERVIEW

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. After nearly 30 years of being in business together, Mr. Foster and his two partners, Queen Vice Presidents Jessica Doherty and Amy Migliore, wanted to take advantage of the strong market in the IT staffing space and as a group, they decided it was the perfect time to sell. With this acquisition, Queen delivers IT subject matter expertise, business intelligence and healthcare consulting support across all electronic health record (EHR) platforms. The addition of Queen to Talent Group presents a significant opportunity for Talent Group to expand its IT human capital services and solutions to a wider range of clients.



**Highly Targeted  
Outreach**



**Multiple Offers**



**4 Months Total  
Transaction  
Process**



**60 Days  
Due Diligence**

### TRANSACTION RESULTS

FOCUS successfully advised Queen throughout this entire transaction process, brought in multiple strong offers for Queen's team to consider and in the end, they selected Talent Group as the best fit for them. 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.

### NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver great outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our HCM and Technology investment banking services or to discuss your specific situation with no obligation please feel free to call:

**George Shea**  
**Managing Director**  
**Direct: 904-206-0219**

**Bob Maiden**  
**Managing Director**  
**Direct: 215-353-0486**

We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.

### AT A GLANCE

#### Queen Consulting Group

- Founded in 2015
- IT Staffing Company
- Based in Boston, MA
- Vast network of industry expert consultants in more than 40 states and U.S. territories.

#### Sell-Side Transaction Info

**EBITDA & Revenue are not disclosed**

*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.

**FOCUS**  
INVESTMENT BANKING

"The FOCUS team really knows their business, and they brought in multiple strong offers for us to consider. We really look forward to joining Talent Group—the best fit for us. 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."

**Carl Foster**

Queen, Founder/President