


ACCELERATE CASE STUDY

Accelerate, Inc. has been acquired by The Purple Guys


PROCESS & OVERVIEW

Accelerate, Inc. an Indianapolis-based IT managed services provider, has been acquired by The Purple Guys, a leading provider of managed IT services to small and mid-sized organizations. Accelerate provides a full suite of IT managed services to businesses in the Indianapolis market, specializing in customized IT solutions, cloud services, and cybersecurity since 1995. Accelerate has established an exemplary reputation for quality and market-leading service delivery capabilities.

This announcement appears as a matter of record only





Accelerate
has been acquired by




The Purple Guys
Trusted Free IT Support

a portfolio company of



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



**Targeted
Process with
30+ Buyers**



**Multiple
Letters of
Intent**



**7-month
Transaction
Process**

TRANSACTION RESULTS

This acquisition expands The Purple Guys' presence in the central U.S., providing additional resources and support to offer clients in the region access to an even broader portfolio of IT solutions. This transaction also highlights sustained demand in the M&A market for established, recurring revenue, an experienced management team, complementary services, and significant opportunities for growth.

ADDITIONAL INFORMATION

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 MSP investment banking services or to discuss your specific situation with no obligation please feel free to call:

Michael Birmingham
Managing Director
Direct: 703-915-6731

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



AT A GLANCE

Accelerate, Inc.

- Founded in 1995
- Indianapolis-based
- IT managed services provider
- Specializes in customized IT solutions, cloud services, and cybersecurity

Sell-Side Transaction Info
EBITDA & Revenue are not disclosed

TESTIMONIALS

"Starting a business is hard. In some respects, selling it can be even harder. I had never been through the process and the team at FOCUS was a fantastic resource as they guided us through the details of getting a deal done. Whether it was explaining something, helping negotiate, or helping our team navigate details, the FOCUS team stood ready to help and respond with anything we needed. There's no question our deal was more efficient and I was more informed because of the FOCUS team."

Tony Schafer

Accelerate, Founder and President

"Since founding Accelerate, Tony Schafer has done a tremendous job building a highly qualified, professional team focused on providing best-in-class IT support and services to long tenured, loyal clients. "We are thrilled that the talented Accelerate team will be joining The Purple Guys as we look to expand our presence in this attractive and growing market."

Kevin Cook

The Purple Guys, CEO