

CASE STUDY

Simplegrid Acquired by CompassMSP

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

Process & Overview

Simplegrid Technology, a New Jersey-based managed services provider, has built a strong reputation for delivering IT and cybersecurity solutions to highly regulated industries, including financial services, legal, and healthcare. As the company looked toward its next phase of growth, leadership sought a partner that could expand its resources in cybersecurity, cloud capabilities, and national delivery while preserving its high-touch client service model.

FOCUS served as the exclusive financial advisor to Simplegrid, guiding the company through a competitive process and identifying CompassMSP—an Agellus Capital portfolio company—as the ideal strategic partner. CompassMSP's focus on compliance-driven industries, coupled with its national scale and advanced service offerings, aligned closely with Simplegrid's goals.

"This partnership with CompassMSP is an important step forward for Simplegrid, our team, and our clients. By joining forces, we gain access to additional resources and capabilities that will allow us to deliver even greater value while continuing to provide the high-touch service our clients expect. We're grateful to the team at FOCUS for their guidance throughout this process and for helping us find the right partner for our next phase of growth."

Ahsun Salem
President & CEO, Simplegrid Technology

Transaction Results

The transaction strengthens CompassMSP's presence in the Northeast, a region with a dense concentration of healthcare systems, financial institutions, and law firms. By joining CompassMSP, Simplegrid clients gain access to expanded cybersecurity services, advanced cloud solutions, and a national support team—all while maintaining the personalized service that has fueled Simplegrid's success.

For CompassMSP, the acquisition adds depth in highly regulated sectors and enhances its ability to deliver best-in-class compliance, uptime, and security. Together, the combined company is positioned as a leading managed services provider to organizations facing complex regulatory and cybersecurity demands.

FOCUS engaged with more than 50+ private equity buyout platforms and secured multiple letters of intent through a short and efficient six-month process. This allowed our client to review several competitive proposals and ultimately select the option that aligned most closely with their professional goals and personal priorities.



has been acquired by



a portfolio company of



To Learn More, Contact:

Michael Birmingham

Managing Director

michael.birmingham@focusbankers.com