

### IH SERVICES, INC. HAS ACQUIRED MAINTAINIT FACILITY AND PLANT SERVICES



#### Our Client:

IH Services, Inc. (“IHS” or “The Company”), headquartered in Greenville, South Carolina, is a leading national provider of janitorial, facility maintenance, and security services to industrial/manufacturing, distribution, healthcare, commercial, government and education facilities. IHS also provides staffing services for businesses in a variety of industries. The Company’s success over 60 years stems from ongoing implementation of innovative, sustainable processes for cleaner, safe environments and engineered work standards impacting the pride and productivity of their clients’ employees.

#### The Transaction:

January 2018, IHS acquired MaintainIT Facility and Plant Services (“MaintainIT”). MaintainIT is a Greenville, SC based facility and plant maintenance services company that is dedicated to delivering high-value services such as supplemental staffing, facility management, facility maintenance, industrial maintenance, building management, contract maintenance, reliability testing, CMMS services, and janitorial services to industrial and commercial clients. MaintainIT joins six operating companies managed by IHS that serve clients in 24 states, with more than 7,000 associates.

#### How Pursant Helped:

For this transaction, Pursant, LLC acted as the sole Merger & Acquisition advisor for IH Services, Inc. After helping IHS establish an acquisition strategy, Pursant leveraged its extensive facility services industry knowledge and vast network to identify MaintainIT. Pursant performed the preliminary due diligence, helped evaluate the cultural fit between the two companies, negotiated the final terms of the transaction and managed the deal cycle through close. Pursant’s ownership of the process freed the IHS team to focus on the daily operational and organic growth needs of the business.

#### Accolades:

##### Seller Remarks on the Transaction

*“I am pleased with the opportunity to join IH Services and look forward to supplying MaintainIT services to their very impressive large client base. MaintainIT provides a broad range of services and management expertise to improve and supplement client maintenance operations in industrial manufacturing, distribution and commercial buildings industries. I am excited to be able to join the experienced and professional sales and marketing team at IH Services, which will greatly enhance the growth opportunities for MaintainIT.” - Jimmy Pittman, President of MaintainIT*

##### Buyer Remarks on the Transaction

*“The merger of MaintainIT into IH Services enhances the service offerings and market penetration of both companies. The overlapping territories, compatible cultures and similar management styles make this a good fit for both companies.” - Taylor Bruce, Chief Operating Officer of IH Services, Inc.*

*“We are very excited to have the MaintainIT team become a part of our organization. We are positioned to provide the same high level of service to MaintainIT customers and now can extend MaintainIT facility maintenance services offerings to our current customer base. The Pursant team was a valuable partner throughout the whole transaction process. As our M&A team, they sourced the opportunity, advised on the transaction structure, assisted us with due diligence and guided us through finer points of the transaction through our negotiations to final closing.” - Ryan Hendley, CEO of IH Services, Inc.*

##### Pursant’s Remarks

*“MaintainIT is a wonderful addition to IH Services’ family of companies. Not only are the customers of each company going to benefit from the additional services delivered in a first in class manner, but this combination is a win for the current employees of MaintainIT as well as the parties are closely aligned on vision, cultures and expectations. We look forward to continuing to drive the IH Services acquisition strategy.” - Brian Steffens, Managing Director of Pursant, LLC*

#### About Pursant:

*Pursant helps business owners grow the value of their companies and maximize that value in a liquidity event, partial sale or complete exit. Our Investment Banking, Strategic Transaction Support and Business Value Enhancement business units use a deep immersion process, our expansive networks and experience as owner/operators and dealmakers to optimize businesses, manage strategic transactions and orchestrate liquidity events—vital, integrative initiatives for which our clients may not have the time, manpower or expertise.*