

PURSANT'S INVESTMENT BANKING PRACTICE IS PLEASED TO ANNOUNCE THAT
REVOLENT SOLUTIONS GROUP HAS ACQUIRED LENHORN SERVICES, INC.



The Transaction:

In August 2017, Lenhorn Services, Inc. (“Lenhorn”) was acquired by Revolent Solutions Group (“Revolent”). Pursant, LLC acted as the sole Merger & Acquisition Advisor to Revolent.

Our Client:

Revolent Solutions Group is an industry leading facility maintenance company based in Tampa, Florida. Founder and CEO Bryson Raver has deployed a successful acquisition and managed organic growth strategy to build a company that is a leading provider of facility services including janitorial, window cleaning, landscape maintenance and design, and building maintenance. Customer sites include commercial office buildings, medical facilities, multi-tenant buildings and other facilities.

About Lenhorn Services, Inc:

Lenhorn Services, Inc. is a janitorial services company founded in 1990 and based in Richmond, Virginia. Lenhorn provides office cleaning; floor maintenance; power and pressure washing; window and blind cleaning; ceiling and wall cleaning; and onsite inspections services to a wide range of facilities such as class “A” office buildings, medical facilities, banks and educational institutions.

How Pursant Helped:

As Revolent’s Acquisition Strategy Management (ASM) partner, Pursant sourced Lenhorn as a potential acquisition fit for Revolent. Pursant’s ASM team carefully qualified the company for cultural and transactional alignment, facilitated discussions, oversaw due diligence and documentation and managed the transaction process through closing.

Accolades:

Bryson Ravers, President, Revolent Solutions Group

“Once the Pursant team brought this opportunity to us, we quickly saw how Lenhorn’s strong customer base, tenured employees and geographic density would positively impact our Richmond, Virginia branch. This is our second acquisition within twelve months in the Richmond market. We anticipate continuing to grow our presence in the market through organic and acquisitive efforts.”

Lenny Marshall, President, Lenhorn Services, Inc.

“After 25 years of providing excellent customer service and quality cleaning services, Lenhorn Services is excited to become a part of the Revolent Solutions Group. We are thrilled that our customers will continue to receive the level of exceptional service and commitment to a job ‘well done’ that have been the cornerstones of our success. This new opportunity will enable us to offer our customers a broader range of services and streamline operational efficiencies. We look forward to continued business growth and partnership with our customers.”

Brian Steffens, Managing Director, Pursant

“By acquiring Lenhorn, Revolent has brought into the fold a high-quality company that fits very nicely with its recent acquisition of River City Building Maintenance (RCBM). Lenhorn provides increased capacity in this key market while ensuring the same level of service to its growing customer base.”

Mark Herbick, CEO, Pursant, LLC

“By bringing these two great companies together, customers and employees on both sides benefit exponentially from the combined resources and expertise. Lenhorn is a great strategic fit for CEO Bryson Raver and his team.”

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 practices use a deep immersion process, our expansive networks and experience as owner/operators and dealmakers to successfully optimize business value and manage strategic transactions—vital, integrative initiatives for which our clients may not have the time, manpower or expertise.