

**PURSANT'S INVESTMENT BANKING PRACTICE IS PLEASED TO ANNOUNCE THAT
THE VONACHEN GROUP HAS ACQUIRED SPECIALTY SERVICES OF WISCONSIN INC.**



The Transaction:

In December 2016, Specialty Services of Wisconsin Inc. (“SSWI”) was acquired by Vonachen Group (“Vonachen”). Pursant, LLC acted as the sole Merger & Acquisition Advisor to Vonachen and Quinn, Johnston, Henderson, Pretorius & Cerulo served as legal counsel to VSI.

Our Client:

Established in 1968, Vonachen has grown to be one of the largest privately owned janitorial service companies in the Midwest and Southern US, with more than 1700 employees across hundreds of locations. Based in Peoria, Illinois, Vonachen executes building maintenance services including janitorial, office support, factory support, recycling programs, stone restoration and maintenance and other related building services. Vonachen customers are organizations with commercial, health care, industrial and education facilities.

About Specialty Services of Wisconsin:

Founded in 2002 by Pat Barry, Specialty Services of Wisconsin Inc. is a leading provider of janitorial, window cleaning, floor care and handyman services to commercial facilities in the Madison, Wisconsin metropolitan area. Professionalism, fairness, honesty and responsiveness to client needs define the SSWI way of doing business.

How Pursant Helped:

As Vonachen’s Acquisition Strategy Management partner, Pursant took ownership of the full acquisition cycle, freeing Vonachen’s senior team to focus on day to day operational matters. Pursant worked with Vonachen to clearly define acquisition criteria; developed and qualified a pool of potential Sellers; articulated the Vonachen story to educate and garner interest from parties and qualified them for cultural and transactional alignment. SSWI rose to the top as an excellent fit. We went on to manage the transaction process including structuring deal terms, due diligence coordination and more.

Accolades:

Matt Vonachen, President, Vonachen Group

“As soon as we learned about SSWI and met Pat Barry, we knew the company and culture were very compatible with ours, which is a testament to the work the Pursant team did to source and vet companies. We are extremely excited about this expansion opportunity in the Wisconsin market. Pat and his organization have done a great job with Specialty Services and we look forward to working together with Pat to continue building upon the past successes of Specialty Services.”

Pat Barry, Founder and President, SSWI

“We are thrilled to be part of the VSI family. Matt Vonachen and his entire organization have been exceptional as we worked through this acquisition together. The professionalism and sophistication they bring to the table is second to none and I look forward to a fruitful relationship moving forward as we continue working with Matt and the Vonachen family. Our employees will benefit from expanded career opportunities that emerge due to this transaction, and our customers will enjoy an even broader set of services, delivered impeccably.”

Mark Herbick, CEO, Pursant, LLC

“Since first speaking with SSWI several years ago, our team has held a strong belief that the chemistry with our client, Vonachen, would be special. The companies have an ethic and competitive advantage in common: a high touch approach to servicing clients and caring for employees. This made it far easier to move forward with an acquisition. The transaction helps Vonachen strengthen its presence in the Madison, Wisconsin market and brings SSWI under the umbrella of a proven service provider.”

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 value optimize businesses and manage strategic transactions—vital, integrative initiatives for which our clients may not have the time, manpower or expertise.