



PROTOS SECURITY HAS ACQUIRED A WEST COAST LEADER IN OFF-DUTY OFFICER SECURITY

### The Transaction:

In February of 2024, Security Service Holdings LLC, dba "Protos Security", acquired a leading off-duty officer security provider (the "Acquired Company") based in the Western region of the United States. The Acquired Company built its reputation as a provider of premium security services for more than 30 years.

This was Protos' 8th acquisition over the last 5 years and furthers their footprint on the West Coast while simultaneously deepening their off-duty officer offerings.

### About Our Client

Protos is a leading technology-driven security services company in North America, providing guarding services, off-duty police services, remote video guarding, and security device services through their network of 4,000 vendors and their self-perform platform. Protos' mission is to provide distinguished, first-class security solutions that deliver top-notch service to their clients.

Protos is a portfolio company of Southfield Capital, a Connecticut based premier lower middle market private equity firm. Southfield has invested in entrepreneur-built business service companies for over two decades.

### How Pursant Helped:

Pursant acted as the sole Merger & Acquisition advisor to Protos for the transaction. In this role, Pursant is responsible for identifying off-market acquisition opportunities that meet Protos' acquisition criteria.

Once this Acquired Company was identified as a great acquisition opportunity, the Pursant team (i) established a relationship with the Acquired Company, (ii) vetted/qualified the business through a series of discussions with the Acquired Company, (iii) facilitated an introduction between the parties, and (iv) performed preliminary financial due diligence.

### Accolades:

#### Buyer Remarks

*Vipin Kalra, Protos VP of Mergers and Acquisitions*

*"We are very excited to welcome the Acquired Company to the Protos family. Their off-duty officers' offering bolsters our presence on the West Coast. It became clear early during conversations with ownership, the companies were culturally compatible. We worked closely with ownership to provide them with the pathway to retirement they desired while ensuring their loyal customer base would continue to receive the world-class service, they've known and trusted for more than 30 years.*

*We value the Pursant team, for sourcing the opportunity and assisting in our inorganic growth strategy."*

#### Pursant's Remarks

*Elijah McCray, Senior Associate, Pursant*

*"Through our research we identified the Acquired Company as a potential fit for Protos' off-duty officer mandate. Our conversations with ownership reinforced our sense that the Acquired Company would align well with Protos' criteria and mission. We look forward to watching the two organizations obtain great success together."*

*Kelly Lusson, Managing Director, Pursant*

*"Once this Acquired Company was identified as potentially a great acquisition opportunity, the Pursant team (i) vetted/qualified the company through a series of discussions with ownership, (ii) facilitated an introduction between the parties, (iii) performed preliminary due diligence through a review of financial and other business information, (iv) assisted in negotiation of the letter of intent and, (v) supported the acquisition process through close."*



### About Pursant:

*Pursant is an investment banking, financial and management consulting firm that supports and executes middle market M&A related initiatives and helps business owners grow enterprise value.*

*We use a deep immersion process, our expansive networks and experience as owner/operators, dealmakers and financial professionals to effectively deliver on these critical initiatives for which most companies do not have the time, manpower or expertise.*