



## PROTOS SECURITY HAS ACQUIRED BLUE STAR SECURITY

### The Transaction:

In September of 2022, Security Services Holdings LLC (dba Protos Security or "Protos") acquired Blue Star Security. Blue Star Security was Protos' third acquisition this year further demonstrating Protos' commitment to growing both organically and through acquisitions with culturally aligned companies.

Blue Star will enhance Protos' holistic suite of security solutions, particularly related to off-duty police officers.

### About Our Client

Protos is a leading technology-enabled managed security services company offering security guarding, off-duty police, monitoring and device solutions for a wide spectrum of customers across North America. Its mission is to provide differentiated, best total-value security solutions that are delivered via world-class service to its customers. Through their proprietary software platform, Protos offers both managed services solutions via their network of thousands of vendors as well as self-perform solutions through their direct guard force.

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 services companies for over two decades.

### About Blue Star:

Headquartered in Chicago, Blue Star is a leading provider of off-duty officers across the Midwest. Blue Star provides armed security consisting of off-duty and retired law enforcement officers for numerous Fortune 500 companies and small-to-medium sized businesses. The Company employs over 850 active and retired police officers across Illinois, Indiana and Wisconsin.

### 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.*

### 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 Blue Star was identified as a great acquisition opportunity, the Pursant team (i) established a relationship with Blue Star, (ii) vetted/qualified the business through a series of discussions with Blue Star's ownership as well as reviewed information including financials and (iii) facilitated an introduction between Buyers and Sellers.

### Accolades:

#### Buyer Remarks

*Vipin Kalra, Protos VP of Mergers and Acquisitions*

*"We welcome the Blue Star team to the Protos family. This is a very strategic acquisition that strengthens our service offering, particularly related to off-duty police officers. Blue Star's offerings allows us to better serve and bring value to Protos existing customer base while also providing Blue Star's clients expanded service offering. It also will create new and exciting opportunities for Blue Star's top notch employee team.*

*We thank the Pursant team for sourcing this opportunity and bringing it to our attention."*

#### Pursant's Remarks

*Eli McCray, Pursant Senior Associate*

*"Through our research we identified and targeted Blue Star, immediately recognizing it would be a great fit for Protos. We are excited to see Blue Star join the Protos family. We see great things for these two businesses operating together both for their customer bases as well as for the opportunities it will create for their employees. We wish them the best and look forward to following the story."*