



SERVICE MANAGEMENT GROUP HAS ACQUIRED A FULL-SERVICE COMMERCIAL CLEANING SERVICE COMPANY

The Transaction:

Service Management Group Corporate Services (“SMG” or the “Company”) is continuously evaluating strategic opportunities to expand into new markets and geographies with great businesses that are culturally aligned. In connection with this strategy, in August 2022 SMG acquired a full-service commercial cleaning service company (the “Acquired Company”). For decades, the Acquired Company has built its reputation by providing quality janitorial maintenance to the Northeast region of the US.

This acquisition furthers SMG’s leading market presence in the Northeast, while also providing SMG with the opportunity to leverage and learn from the Acquired Company’s top notch managers and cleaning specialists.

About Our Client

Founded in 1924, SMG is a fourth-generation family-owned and operated business that started as a window washing company. Today SMG provides cleaning, janitorial and property maintenance services as well as security, training, background screening and investigation services.

Headquartered in Connecticut with offices across the Northeast, SMG has several thousand employees responsible for servicing tens of millions of square footage. SMG has a stellar reputation as a commercial janitorial, security and integrated facilities services provider with a passion for providing consistent quality service, and a history of investing in their employees.

SMG is CIMS (Cleaning Industry Management Standard) certified and well decorated by nationally recognized Industry organizations such as International Sanitary Supply Association, Building Service Contractors Association International and Institute of Inspection, Cleaning & Restoration Certification or better known as ISSA, BSCAI and IICRC, respectively.

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 SMG for the transaction. In this role, Pursant is responsible for identifying off-market acquisition opportunities that meet SMG’s acquisition criteria.

Once this Acquired Company was identified as a great acquisition opportunity, the Pursant team (i) established a relationship with the Acquired Company and their advisors, (ii) vetted/qualified the business through a series of discussions with the Acquired Company, (iii) facilitated an introduction between Buyers and Sellers, (iv) performed preliminary financial and business due diligence and (v) supported the process through the execution of the letter-of-intent and other definitive agreements and ultimately through closing.

Accolades:

Buyer Remarks

Bob Weintraub, Founder of SMG

“We are very excited to enter this partnership with the Acquired Company. They fit very well culturally with our organization and provide us access to new markets and customers. As all key employees are being retained, we look forward to learning from them and them learning from our team.

Thank you to the Pursant team for sourcing this acquisition and helping us navigate the process.”

Pursant’s Remarks

Scott Glickson, Pursant Managing Director

“We are very glad to see these two businesses come together. There was an immediate connection and mutual respect expressed between the key principals. The combination of these two companies will create significant value for both organizations, ample growth opportunities for employees and additional resources to the Acquired Company to support further expansion and growth within their market.”