

PROFESSIONAL SERVICES OVERVIEW

TRUSTED INVESTMENT BANK WITH A GLOBAL REACH

ABOUT US

FOCUS Investment Banking has the resources and expertise to find the strongest buyer, seller or capital partner for middle-market companies across the US and Europe. Combining the resources of FOCUS Investment Banking and FOCUS Capital Partners, our international M&A platform offers tailored solutions to maximize value for your business.

KEY FACTS

- The Professional Services sector—spanning consulting, accounting, legal, human capital management, and staffing—is seeing elevated M&A interest heading into 2025.
- Buyers are drawn to firms with recurring (and reoccurring) revenue, domain expertise, specialized knowledge and capabilities, scalable delivery models, and strong client retention.
- Digital transformation, scarcity of talent with specialized skills and knowledge, and complex regulatory environments are creating tailwinds for firms that offer high-value advisory or tech-enabled managed services.
- Financial sponsors and strategic acquirers alike are targeting firms professional services firms ranging from human capital management, outsourced CFO/CPA services, compliance consulting, and IT service management.
- Owners considering a transaction should prepare for heightened buyer diligence around employee retention, utilization rates, hourly bill rates, client retention, and client concentration.
- Firms serving high-growth industries—such as healthcare, life sciences, and technology—are commanding premium valuations.
- As demand rises for outsourced professional expertise, well-positioned private companies have a rare window to unlock value through strategic partnerships or a sale.

SAMPLE TRANSACTIONS

 has invested in 	 have received investment from 	 has been acquired by  a portfolio company of 	 has been acquired by 	 has been acquired by 	 has been acquired by 
 has been acquired by Vienna Parent Corporation an affiliate company of 	 a division of  has been acquired by Deloitte	 received an investment from 	 has been recapitalized by 	 has been acquired by 	 has been acquired by Integrus a portfolio company of Frontenac

PROFESSIONAL SERVICES TEAM



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