

REGULATORY COMPLIANCE CONSULTANCIES

Overview

A well-funded private equity firm has retained Alcon Partners to help them identify for investment or acquisition consulting firms that specialize in regulatory compliance. These consultancies assist their clients in complying with regulations governing their industry. Areas of specific interest are information security, cybersecurity (CMMI), HIPAA, PCI and other similar regulations. Services may include one or more: audit, consulting, issue resolution, and ongoing monitoring.

Our client intends to provide liquidity to founders and accelerate the company's growth through capital spending and additional acquisitions of complimentary companies.

The firm has previously made successful investments in several related services companies. These investments have resulted in multiple liquidity events for company founders.

The seller may choose to continue to work at the company or exit and may also choose to roll equity into the combined company.

Investment Criteria

Specific criteria for investment are as follows:

- Capabilities
 - Regulatory compliance services, including:
 - Audit
 - Consulting
 - Issue resolution
 - Ongoing support and maintenance
- Geography
 - Companies should be headquartered in the United States or Canada
- Size
 - Greater than \$5M in earnings

Transaction Structure

- Acquisition, majority recapitalization
- Potential for existing owners or management to reinvest a portion of proceeds into equity in combined business

Contact

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