

INDUSTRIAL SYSTEMS INTEGRATORS

Overview

A well-funded private equity firm has retained Alcon Partners to help them identify industrial systems integrators for acquisition or investment.

The firm has previously made successful investments in industrial networking and IOT, and now seeks companies which implement machine control systems for industrial applications. Companies can serve either process or discrete manufacturing but should work with best-in-class products from leading control system providers. Companies should have capabilities to design, implement and support systems in a plant environment.

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

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
 - Control Systems Implementation
 - System design and configuration
 - Implementation on site
 - Ongoing support, maintenance, and management
 - Relationships with the best-in-class vendors for industrial control systems
 - Process or discrete manufacturing
- 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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