

Legal Support Services

Overview

A prominent legal support services company, backed by a well-respected private equity firm, has engaged Alcon Partners to identify strategic acquisitions. Having grown organically over two decades, our client serves law firms across all types of litigation. Target companies should provide service of process, court filing / e-filing, court appearance services, or court reporting, with strong, long-standing law firm relationships.

Our client is not a large consolidator. It is seeking companies that fit its culture and service model, led by owners who want to keep growing with the resources of a larger platform.

Investment Criteria

- Services of most interest
 - Service of process
 - Court filing and e-filing
- Other services of interest
 - Court appearance services
 - Court reporting
- Also of interest
 - Investigations (e.g., background checks, social media research)
 - Subpoena services, messenger services, and record retrieval
 - Companies offering a mix of services are of interest if most revenue comes from the services above
- Customer profile
 - Law firms across all types of litigation (e.g., corporate, family law, PI)
 - Strong, recurring law firm relationships are preferred
- Financial
 - \$1.5M+ in revenue
- Ownership
 - Founder, family, or employee owned
- Geography
 - United States
 - Major metropolitan markets of particular interest

Transaction Structure

- Majority recapitalization or buyout
- Preference for owners and key leaders to remain with the business post-close
- Option for owners to roll equity and share in the growth of the larger platform

Contact

Frank Leibly, fleibly@alconpartners.com, 802-457-3512