

## Q1 2016 Human Capital M&A Intelligence Report

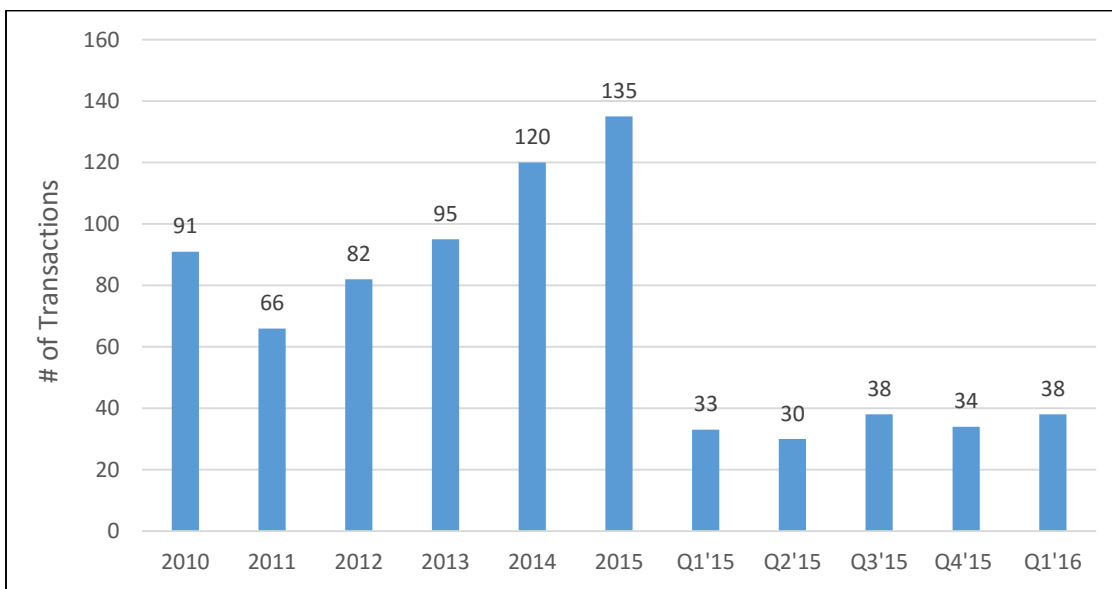
### Private Strategic Firms Dominate Staffing Industry M&A Activity

May 31, 2016, Irvine - De Bellas & Co. reports 38 staffing and staffing-related businesses were sold or merged in the first quarter of 2016. This is compared with 34 transactions in Q4 of 2015 and 33 transactions in Q1 of 2015.

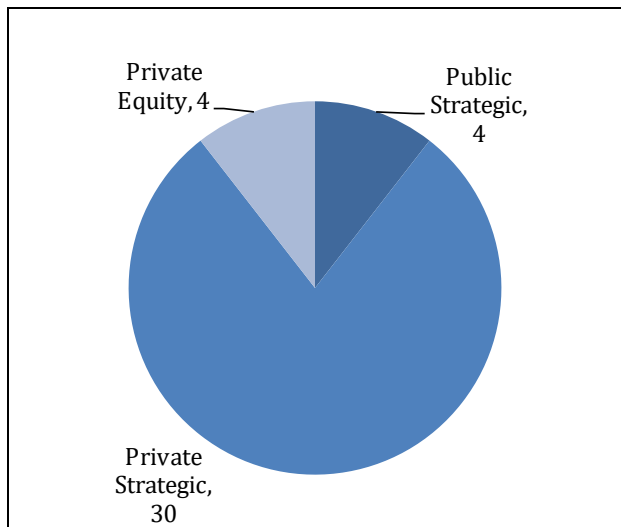
Private strategic acquirers accounted for almost 80% of the completed transactions in Q1. IT Services was the most active segment with 12 reported transactions, followed by healthcare staffing with 5 transactions. Although commercial staffing transactions are down compared to previous quarters, there is still significant interest in commercial staffing on the part of buyers.

Buyers were well dispersed during the quarter with 36 buyers accounting for 38 transactions. The low ratio of buyers to transactions is a positive sign which indicates there are a large number of unique buyers seeking acquisitions. The staffing related acquisition targets for this period consisted of firms operating in the outsourcing, software and consulting fields.

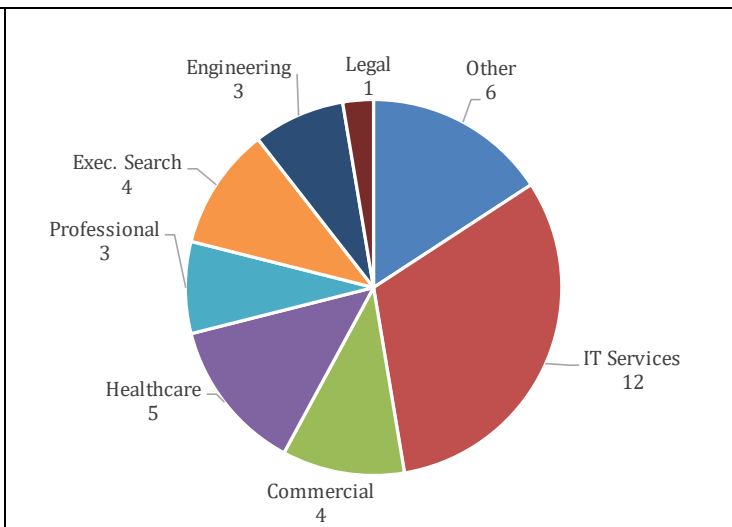
**Number of Transactions 2010-Q1 2016**



**Breakdown by Buyer**



**Breakdown by Segment**



**Notable Transactions**

- Airswift – Swift Worldwide Resources and Air Energi Group merge to form a new firm called Airswift. The combined entity will be owned by private equity groups Wellspring Capital and LGV Capital. The combined firms will create the largest engineering staffing firm serving the oil and gas industry.
- Supplemental Health Care – Private Equity Group Vistria Group acquired Supplemental Health Care. Fouded in 1984, Supplemental was ranked number seven on Staffing industry Analysts’ list of largest US healthcare staffing firms. The company has 60 offices providing contingent clinical staffing, nurse, allied health and physician staffing.
- Cenergy Partners – Cenergy International and HKA Enterprises merged to form a new company Cenergy Partners. With combined revenue of \$450 million, the firm will provide contingent labor, direct hire, consulting and payroll services.

## Q1 2016 Transactions

Date	Target	Acquirer	Price	Target Business Description
1/4/2016	Paladin Consulting	General Employment Enterprises Inc. (NYSE MKT: JOB)	-	IT and professional staffing.
1/4/2016	Partnership Staffing	CorTech LLC	-	Light industrial and professional staffing.
1/5/2016	The Medicus Firm	M3 USA	-	Healthcare search.
1/5/2016	ALKU	WestView Capital Partners	-	SAP and PeopleSoft consulting services.
1/6/2016	Opus Staffing	TemPositions Group of Companies	-	HR, Accounting/Finance and Scientific staffing.
1/7/2016	Omni Personnel	The Hamilton-Ryker Group Inc.	-	Light industrial and clerical staffing.
1/7/2016	Legal Placement Inc.	Advanced Discovery	-	Legal staffing.
1/11/2016	HCCA International	MTS Health Investors LLC	-	Healthcare staffing.
1/11/2016	Maximum Management Corp.	The SR Group	-	Human resource recruiting
1/11/2016	Desert Personnel Services	AtWork Group	-	Hospitality and search
1/14/2016	Tandel Systems Inc.	Belcan LLC	-	Technical services and support
1/15/2016	3Ci (Charlotte and Dallas locations)	The Intersect Group	-	IT staffing
1/18/2016	PCC Technology Group, LLC	GCR Inc.	-	IT staffing and solutions services.
1/19/2016	Blass Employment Corp.	Active Staffing Services	-	Light industrial staffing.
1/19/2016	PeopleSourcer, Inc.	Cohesion Corporation	-	IT staffing.
1/21/2016	Masters IT Inc.	MSI International	-	IT staffing.
1/21/2016	ATS Medical Services, Inc.	Protransport-1, LLC	-	Healthcare staffing.
1/23/2016	Advanced Technology Solutions	Comviva Technologies Ltd.	-	IT staffing solutions.
1/26/2016	Swift Worldwide Services and Air Energi	LGV Capital and Wellspring Capital Management	-	Engineering staffing.
1/26/2016	Preferred Solutions	AccessPoint	-	IT staffing, training and consulting.
1/26/2016	Kavaliro (Knight Federal Solutions division)	Chris Beaten, Individual	-	IT staffing.
1/27/2016	East Kilbride Engineering Services	Belcan LLC	-	Engineering staffing.
1/27/2016	Action Personnel Services	Bear Staffing	-	Commercial staffing.
1/28/2016	Bencks & Co.	The Fahrenheit Group	-	Executive search.
2/1/2016	ExecuSource Inc.	JW Michaels	-	Executive search.
2/5/2016	EEL Communications (Staffing division)	Vector Technical Resources	-	Creative staffing services.
2/8/2016	HKA Enterprises and Cenergy Int. (Merger)	Cenergy Partners	-	IT and engineering staffing.
2/8/2016	Principal Technologies, Inc.	Strata Leadership LLC	-	IT, engineering, accounting and HR staffing.
2/11/2016	Supplemental Healthcare	Vistria Group	-	Healthcare staffing.
2/24/2016	Atlantic Associates Inc.	Trillium Staffing	-	IT and engineering staffing.
2/26/2016	Charleston Partners	Odgers Berndston	-	Executive search.
3/4/2016	CN-TEC	Sharp Decisions, Inc.	-	IT consulting.
3/24/2016	Dell Services (IT services, consulting and BPO division)	NTT Data Inc.	\$3 Billion	IT services, consulting and BPO.
3/30/2016	Ference Partners	Industrial Search Partners	-	Executive search.
<b>Staffing Related</b>				
1/6/2016	Fortune Financial	HR Outsourcing Holdings Inc.	-	Professional Employer Organization
1/11/2016	AON Hewitt (RPO division)	PeopleScout Inc., RPO division of TrueBlue, Inc. (NYSE: TBI)	-	Recruitment Process Outsourcing
2/10/2016	Decision Strategies International	Heidrick & Struggles International Inc. (NASD: HSI)	-	Strategy and leadership advisory.
2/11/2016	Summit Software	Prism HR	-	Human resource software.

**De Bellas & Co. Recent Transactions**

  
Reinventing Talent Acquisition

Has been acquired by


  
ORION  
INTERNATIONAL

---


We represented the seller.

---

  
DE BELLAS & CO.  
INVESTMENT BANKING

  
PeopleShare  
"Providing Great People to Great Companies"


Has been recapitalized by


  
TRIVEST.  
PRIVATE EQUITY FOR FOUNDERS

---


We advised PeopleShare.

---

  
DE BELLAS & CO.  
INVESTMENT BANKING

  
DONOVAN & WATKINS


Has been acquired by

  
BG STAFFING, INC.

---

We represented the seller.

---

  
DE BELLAS & CO.  
INVESTMENT BANKING

  
iSymphony®

Has been acquired by


  
THE HAMILTON-RYKER  
CORPORATION  
COMPLETE HUMAN RESOURCES  
An Employee Owned Company

---


We represented the seller.

---

  
DE BELLAS & CO.  
INVESTMENT BANKING

  
TECHNICAL  
PROSOURCE  
Your Source for I.T. Professionals


Has been acquired by


  
Attèrro®

---


We represented the seller.

---

  
DE BELLAS & CO.  
INVESTMENT BANKING

  
Priority  
personnel, inc


Has been acquired by

  
THE HAMILTON-RYKER  
CORPORATION  
COMPLETE HUMAN RESOURCES  
An Employee Owned Company

---

We represented the seller.

---

  
DE BELLAS & CO.  
INVESTMENT BANKING

## About De Bellas & Co.

Serving the Staffing industry since 1985, De Bellas & Co. is the longest established M&A Advisory firm focused on this industry and the largest firm focused exclusively on this industry. We have advised in over 225 completed transactions and have performed hundreds of valuations, as well as corporate financial advisory assignment.

## Our Professionals

Alfred F. De Bellas, Jr. President adebellas@debellas.com 949.540.9157	Wil Beach Managing Director wbeach@debellas.com 949.425.1276	Royal J. Brown Managing Director rbrown@debellas.com 949.540.9158
George Kuck Managing Director gkuck@debellas.com 949.400.2179	Akash Taneja Managing Director ataneja@debellas.com 714.349.0510	

For more information about De Bellas & Co. visit our website at: [www.debellas.com](http://www.debellas.com)

*Securities offered through Independent Investment Bankers Corp. a broker-dealer, Member [FINRA/SIPC](http://FINRA/SIPC). De Bellas & Co., LLC is not affiliated with Independent Investment Bankers Corp. [www.iibcorp.com](http://www.iibcorp.com) [www.finra.org](http://www.finra.org) [www.sipc.org](http://www.sipc.org)*