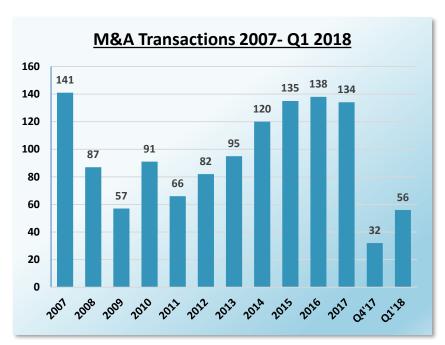


# Q1 2018 Human Capital M&A Intelligence Report

May 24, 2018 – Irvine – De Bellas & Co., the leading investment banking firm serving the Staffing and Workforce Solutions industries exclusively, reports 56 M&A transactions were reported in the first quarter of 2018. This represents an increase of 75% from Q4 2017. In this period, the most active staffing segments were Commercial, Healthcare and IT with eight, eight and six transactions respectively. Healthcare and IT continue to be the most sought-after segments, as well as generating the highest prices. Other professional segments also continue to command favorable pricing.

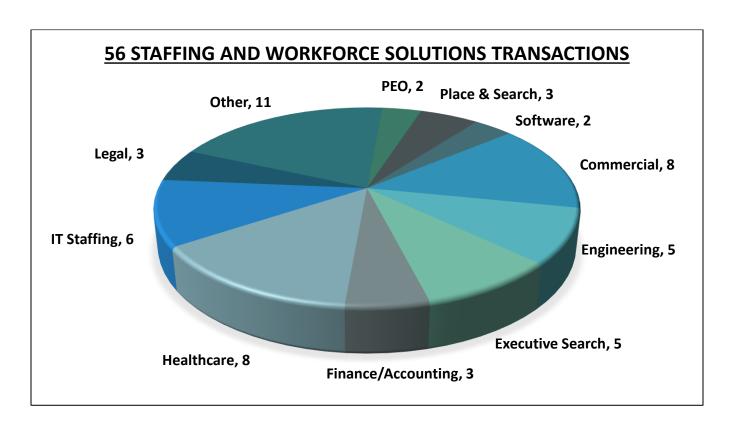
Private Staffing acquirers continue to be more active than their public counterparts, accounting for 75% of all Q1 transactions. Public Strategic Acquirers and Private Equity Groups each comprised 12.5% of all transactions this quarter. Publicly owned companies with M&A activity in Q1 included Kelly Services (NASD: KELYA), CTG (NASD: CTG), ADP (NASD: ADP), Quess Corp Ltd (NSE/BSE: QUEC), TS2 Holdings LLC (Persol Group [Tokyo: 2181]), The Adecco Group (OTC Pink: AHEXY), Monster Worldwide, Inc. (NYSE: MWW).



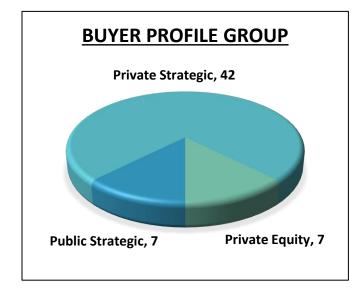
Q1 2018 M&A ACTIVITY BY			
<u>SEGMENT</u>			
CATEGORY	COUNT		
Commercial	8		
Healthcare	8		
IT Staffing	6		
Engineering	5		
Executive Search	5		
Finance/Accounting	3		
Legal	3		
Place & Search	3		
PEO	2		
Software	2		
Other	11		

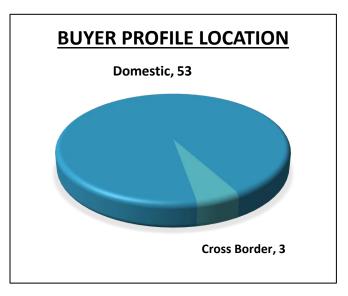
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## **Buyer Profile**





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### **Q1 2018 Notable Transactions**

<u>Construction Labor Contractors LLC</u> - Tradesmen International acquired Construction Labor Contractors LLC from private equity firm Silver Oak Services. Tradesmen International is a portfolio company of private equity funds managed by Blackstone Capital Partners. Silver Oak first invested in Construction Labor Contractors in June 2014.

Construction Labor Contractors provides temporary staffing of skilled tradesmen for the commercial construction market. It has about 130 internal employees and issued 8,500 W-2s in 2017. The company launched in 1997 and is based in Richfield, Ohio, a Cleveland suburb. It operates 19 locations and serves clients nationwide.

<u>Vettery</u> - The Adecco Group, the world's largest staffing firm, acquired Vettery, a New York-based online recruitment platform for professional permanent recruitment. TechCrunch, citing an unnamed source, said the price was a little over \$100 million. Vettery's digital marketplace platform hosts more than 4,000 employers and candidates across the IT, sales and finance verticals. It launched in 2014 and now operates in seven major US metropolitan areas.

**Provade Inc.** - Smart ERP Solutions Inc., provider of cloud-based onboarding platform Smart Onboarding, acquired vendor management system firm Provade Inc. Provade, based in Milwaukee, spun off into its own company in a restructuring of the business in 2016, with Provade Cloudware Inc. as its parent company. It had been owned by Dallas-based staffing provider Pinnacle Technical Resources, which acquired Provade in 2011.

Smart ERP Solutions is based in Pleasanton, Calif., and its Smart Onboarding offering provides an automated onboarding and offboarding solution for employees, contingent workers and vendors.

<u>Emerald Health Services</u> - Private equity firm Webster Capital acquired travel nurse staffing firm Emerald Health Services. The Los Angeles-based healthcare staffing provider was founded in 2002 by Mark Stagen, who is also a founder and former president of the National Association of Travel Healthcare Organizations. Emerald ranked No. 33 on Staffing Industry Analysts' 2017 list of largest healthcare staffing firms.

Waltham, Mass.-based Webster has a healthcare staffing portfolio that also includes Cirrus Medical Staffing, a national provider of travel nurse and allied staffing it acquired in October; and PharmaLogics Recruiting, a provider of recruiting solutions for life sciences companies worldwide.

<u>CoreMedical Group</u> - Private equity firm Gen Cap America Inc. sponsored a buyout of Manchester, NH-based CoreMedical Group in partnership with management. The healthcare staffing and recruiting agency providing travel and permanent placement for nurses, allied health professionals and physicians and ranks No. 31 on Staffing Industry Analysts' 2017 list of largest healthcare staffing firms in the US.

Gen Cap America is a Nashville-based private equity firm that provides equity for management buyouts, division spinoffs, and recapitalizations of lower middle-market businesses. Its other investments in the medical space include Alpha Technics and Advantage Medical Professionals.

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# **Q1 2018 Transactions**

Date	Target	Staffing Acquirer	Seller Category
1/1/2018	ReWork	Koya Leadership Partners	Healthcare
1/2/2018	Employment Resource Center Inc.	Penmac Staffing Services Inc.	Commercial
1/3/2018	juvo telecom	System One	Engineering
1/3/2018	Trucking Unlimited	TransForce Inc.	Other
1/10/2018	Kelly Healthcare Resources (NASD: KELYA).	InGenesis Inc.	Healthcare
1/11/2018	Gros Executive Recruiters	Molding Business Services	Executive Search
1/11/2018	Avant Healthcare Professionals	Jackson Healthcare	Healthcare
1/11/2018	Emergency Practice Associates	Wapiti Medical Staffing	Healthcare
1/11/2018	Employer Essentials.	G&A Partners	PEO
1/11/2018	Career Professionals Inc.	Seek Professionals	Place & Search
1/12/2018	On Time Staffing	First Step Staffing	Other
1/16/2018	Kranect	KORE1	IT Staffing
1/17/2018	Arlington Resources Inc.	Cornerstone Staffing Solutions	Other
1/19/2018	MatrixOneSource	GPB Capital Holdings LLC	PEO
1/22/2018	The Planet Group	MidOcean Partners	Engineering
1/22/2018	WorkMarket	ADP (NASD: ADP)	Other
1/23/2018	Construction Labor Contractors LLC	Tradesmen International	Commercial
1/24/2018	AND CO	Fiverr	Other
1/29/2018	Update Legal	Driven Inc.	Legal
2/1/2018	Miligistix LLC	Bridge My Return LLC	Other
2/1/2018	Monster Worldwide, Inc. (NYSE: MWW)	Quess Corp Ltd (NSE/BSE: QUEC)	Other
2/2/2018	Mark/Ryan Associates	The Reserves Network Inc.	Finance/Accounting
2/7/2018	Hero.jobs	TS2 Holdings LLC	Executive Search
2/7/2018	Neohire South	TS2 Holdings LLC	Executive Search
2/7/2018	RockIT	TS2 Holdings LLC	Executive Search
2/7/2018	Carnegie Affiliates	Resource1	IT Staffing
2/8/2018	Regal Staffing Services - Columbus, Ohio Operations	Nesco Resource	Engineering
2/9/2018	PPR	Medical Solutions	Healthcare
2/12/2018	Health eCareers'	Naylor Association Solutions	Healthcare
2/15/2018	Soft Company	CTG (NASD: CTG)	Engineering
2/20/2018	STAFFWORKS - Indianapolis	ULG Companies	Commercial
2/20/2018	Vettery	The Adecco Group (OTC Pink: AHEXY)	Place & Search
2/21/2018	Clearwater Legal	CertaTech Solutions	Legal
2/22/2018	Agility Staffing Inc.	Staffing Express Inc., dba StaffEx	Commercial
2/23/2018	MBS Associates Inc.	Kable Staffing Resources	Engineering
2/23/2018	Rumba Solutions LLC	Technosoft Corp.	IT Staffing
2/23/2018	GGK Technologies	American CyberSystems Inc.	IT Staffing
2/23/2018	Provade Inc.	Smart ERP Solutions Inc.	Other
2/28/2018	Maxsys Solutions LLC/Maxsys Financial Solutions LLC	Yoh	IT Staffing
2/28/2018	JHill's Staffing Services Inc.	Marcum Search LLC	Legal
3/1/2018	GECO Deutschland	Yoh	IT Staffing
3/5/2018	Lyneer Staffing Solutions LLC	Palm Beach Capital	Commercial
3/5/2018	Victory Personnel Services Inc.	CorTech International	Commercial
3/5/2018	Epsen Fuller Group	ZRG Partners Inc.	Executive Search
3/6/2018	Roy's Staffing Inc.	Trillium Staffing	Other
3/12/2018	Emerald Health Services	Webster Capital	Healthcare
3/13/2018	Jobscience	Bullhorn	Software
3/13/2018	Talent Rover	Bullhorn	Software
3/14/2018	CoreMedical Group	Gen Cap America Inc.	Healthcare
3/15/2018	SEARCH Group Partners Inc Westlake Village, CA Office	Partners Personnel	Finance/Accounting
3/19/2018	Access Staffing	TemPositions Logistics	Commercial
3/19/2018	PlaneTechs LLC	Launch Technical Workforce Solutions LLC	Other
3/22/2018	Smart Rhino Labs	Randall-Reilly	Place & Search
3/27/2018	Brilliant	Silver Oak Services Partners	Finance/Accounting
3/28/2018	TempForce Pennsylvania	Management Buyout	Commercial
3/29/2018	Agency a la Carte	Hueman People Solutions	Other

Source: Capital IQ, Staffing Industry Analysts and De Bellas & Co.

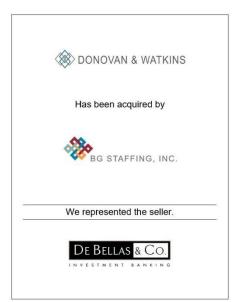
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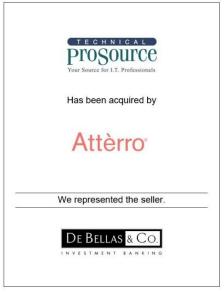
#### De Bellas & Co. Certain Recent Transactions













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### About De Bellas & Co.

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

## **Our Professionals**

Alfred F. De Bellas, Jr. President adebellas@debellas.com 949.540.9157 Royal J. Brown Managing Director rbrown@debellas.com 949.842.7068

Akash Taneja Managing Director Ataneja@debellas.com 714.349.0510 George Kuck Managing Director gkuck@debellas.com 760.565.2177

De Bellas monitors nationwide consolidation activity to support its Investment Banking specialty as an advisor in all facets of M&A for its Staffing Services clients. For more information about De Bellas & Co. visit our website at: <a href="https://www.debellas.com">www.debellas.com</a>

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