

REVOLENT SOLUTIONS GROUP HAS BEEN ACQUIRED BY SERVICE GROUP 360



Our Client:

Established in 2009, Revolent Solutions Group (the “Company” or “Revolent”) is a facility solutions organization providing services across Florida as well as in Richmond, VA. The Company provides an array of high quality services including janitorial services, construction cleaning, secure facility cleaning, high-rise window cleaning, painting, waterproofing and caulking to Fortune 500 companies, property management companies, financial and educational institutions, and other sectors.

The Transaction:

February 2018, Revolent Solutions Group was acquired by Service Group 360 (“SG360”). For over 25 years, SG360 has specialized in janitorial, facilities management and restoration services, primarily serving the commercial, industrial, educational and special use sectors in Kansas, Missouri, Arkansas and Tennessee. With over 1,000 employees, SG360 prides itself on its employee focus (the “SG360 Way”) by hiring, paying and training at a higher than industry level - all with the end goal of providing higher quality, service and performance for its clients.

How Pursant Helped:

For this transaction, Pursant, LLC acted as the sole Merger & Acquisition Advisor for Revolent. The Pursant team took ownership of and managed the transaction process with precision, from beginning through close, freeing the owner of Revolent to focus on day-to-day operations and high growth initiatives. Pursant identified a select group of qualified buyers that stood to gain the most from acquiring Revolent, negotiated the final terms of the transaction and managed the entire deal cycle through close.

About Pursant:

Pursant helps business owners grow the value of their companies and maximize that value in a liquidity event, partial sale or complete exit. Our Investment Banking, Strategic Transaction Support and Business Value Enhancement business units use a deep immersion process, our expansive networks and experience as owner/operators and dealmakers to optimize businesses, manage strategic transactions and orchestrate liquidity events—vital, integrative initiatives for which our clients may not have the time, manpower or expertise.

Accolades:

Seller Remarks on the Transaction

“The whole process just felt natural,” said Bryson Raver, former president at Revolent and now executive vice president of strategic development with SG360. “This really was an advancement for our employees. By combining our two entities, we have a better opportunity to not only grow organically but to also explore partnerships with other like-minded companies throughout the Midwest and Southeast. Our two organizations complimented each other in so many ways,” Raver said. “We love the SG360 vision and the path they are on, and joining forces is going to allow us to grow at an even quicker pace.”

Mr. Raver continued that “Pursant was a trusted partner and advisor during the entire process. Their experience and market knowledge were invaluable during the transaction allowing us to have an in depth understanding of the transaction process and most importantly to achieve our desired results” - Bryson Raver, President of Revolent Solutions Group

Buyer Remarks on the Transaction

“As we looked to expand to the Southeast, the opportunity with Revolent presented us with a perfect fit,” said David Harvey. “We quickly recognized how their strong customer base, tenured employees and similar company values would positively benefit everyone throughout our organization.”

“A vital part of the transaction was the diligence and transactional support provided by the Pursant team. They have a very professional approach which allows them to quickly assess deal points and provide reasonable solutions. In this particular case, Mark Herbick and Brian Steffens fully understood the dynamics required to get the deal done so that both parties could walk away satisfied. All this is made possible because Pursant takes the time to understand the needs of both parties and to align those needs for deal success.” - David Harvey, CEO of SG360

Pursant’s Remarks

“It is great to see two organizations accomplish as much as these two did with this transaction. The Revolent customers will benefit from SG360’s technology advancements while still maintaining their local contacts. The Revolent employees have grown accustomed to being placed first and that will continue with the added bonus of additional career opportunities. SG360 can now offer additional services to its customers, such as high-rise window cleaning and overall building maintenance across a large geographic area. Lastly, our client is happy to have monetized the company he had built up over the last 7+ years and to start his new role with the SG360 organization.” - Brian Steffens, Managing Director at Pursant.