# **BUSINESS SERVICES**



**Quarterly Update First Quarter 2024** 

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### KEY HIGHLIGHTS

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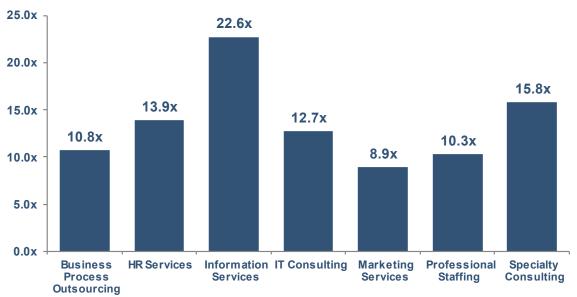
SCA's Business Services Index was flat for Q1 2024, compared with a 10.8% increase experienced by the S&P 500 as stronger than expected economic growth and employment reports drove the broader market to record levels. Performance within SCA's Business Services Index varied significantly by sector. Professional Staffing was down 11.0% as reduced employee turnover and moderating wage growth is enabling employers to aggressively reduce reliance on temporary staffing and the need for placement services. Business Process Outsourcing also declined by 10%, as it continues to face concerns that automation from emerging AI applications will replace traditional customer care, accounting and billing services. On the other hand, Marketing Services, which continues to be driven by accelerating demand for digital marketing services, was up 8% and Information Services, which is benefiting from accelerating need for access to proprietary data bases and data gathering services, was up 10%.

M&A activity in Business Services during Q1 2024 was characterized by a rebound in private equity investment, with a number of high profile PE platform investments completed during the quarter. Notable transactions include:

- Omnicom Group (NYS:OMC) acquired Flywheel Digital, Provider of digital marketing services intended to help consumer product companies accelerate brand growth in digital retail.
- Aquiline Capital Partners acquired Health Prime International, a provider of revenue cycle management ("RCM") solutions for physician practices with to over 800 clients across 50 specialties.
- Resources Connection (NAS:RGP) acquired Reference Point, a management consulting firm offering services such as process optimization, business management, strategic planning, post-merger integration, data services, risk, and regulatory compliance.
- General Atlantic and Stone Point Capital entered into an agreement to acquire HireRight (NYS:HRT) a global provider of workforce risk management and compliance solutions including comprehensive background screening, verification, identification, monitoring, and drug and health screening services.
- H.I.G. Capital acquired CHA Consulting, a provider of design, engineering, and consulting services intended for infrastructure project developers.
- OneDigital, a portfolio company of New Mountain Capita and Onex, acquired Tru HR Solutions, a provider of onsite and remote HR support, including HR functions management, compliance, employee engagement, training, and investigations.

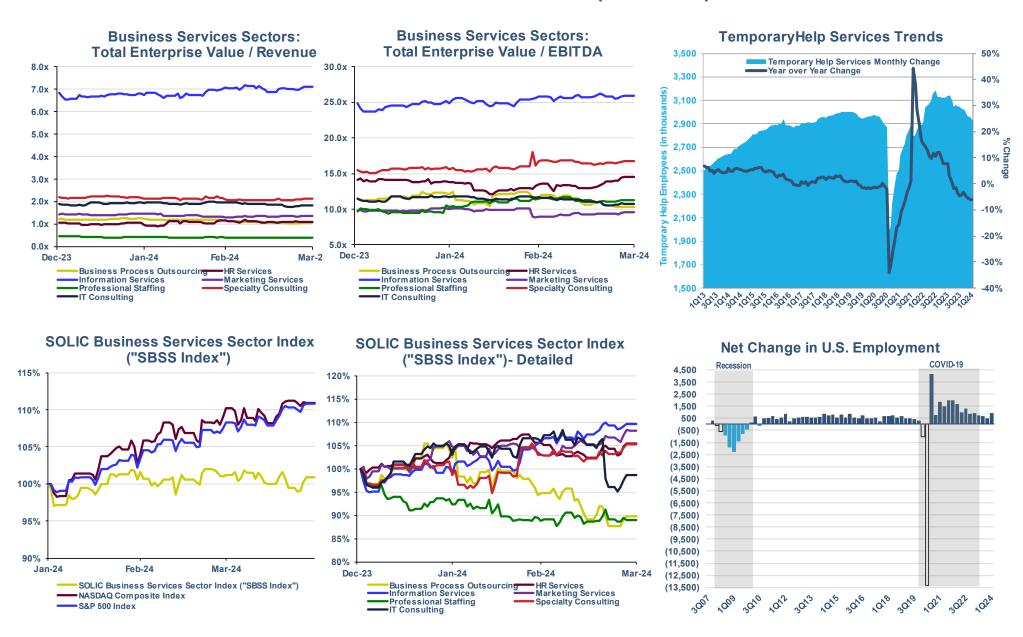
#### **Enterprise Value to Revenue** 8.5x 9.0x 8.0x 7.0x 6.0x 5.0x 4.0x 3.3x2.8x 3.0x 1.7x 2.0x 1.5x 1.4x 0.6x1.0x 0.0xInformation IT Consulting Marketing Professional Specialty Business HR Services **Process** Services Services Staffing Consulting **Outsourcing**

## **Enterprise Value to EBITDA**



Source: Pitchbook and SOLIC Research

## **KEY HIGHLIGHTS** (continued)



Please see pages 6-7 for public companies chosen for the "SOLIC Business Services Sector Index ("SBSS Index")" and additional information in the "Notes" section at the end of this report Source: Pitchbook and SOLIC Research, Bureau of Labor Statistics

## SELECTED M&A TRANSACTIONS

Sub-Sector	Date Closed	Target	Buyer / Investor	Description
Business Process Outsourcing	1/1/2024	SMA Support	Omnia Exterior Solutions (CCMP Growth Advisers)	Provider of business process outsourcing services for the exterior contracting industry
Business Process Outsourcing	1/17/2024	Acclara	R1 RCM (NAS: RCM)	Provider of revenue cycle management, insurance reimbursement, and conversion assistance solutions to clients in the medical industry
Business Process Outsourcing	1/18/2024	Whittier Medical Management Associates	Resolv Healthcare Group	Provider of billing, scheduling, claims management, insurance verification, and RCM services to clients in the medical industry
Business Process Outsourcing	1/20/2024	Health Prime	Aquiline Capital Partners	Provider of medical back-office billing, health records, and RCM services intended to serve medical practices
Business Process Outsourcing	3/18/2024	EastWest BPO	Marlowe Companies	Provider of business process outsourcing services intended to serve the health care, retail, online marketplace, and automotive industries
HR Services	2/13/2024	Tru HR Solutions	OneDigital (New Mountain Capital, Onex)	Provider of onsite and remote HR support, including HR functions management, compliance, employee engagement, training, and investigations
HR Services	3/1/2024	G&A Outsourcing	TPG (NAS:TPG)	Provider of a range of services and solutions that include payroll, employee benefits management, risk management and recruitment process outsourcing
HR Services	3/1/2024	Certipay	Vensure Employer Solutions (Stone Point Capital, Summit Partners)	Developer of human resource platform that delivers payroll, human resources, benefits administration, time and attendance, and ACA services
HR Services	3/19/2024	Creative Business Resources	OneDigital (New Mountain Capital, Onex)	Provider of outsourced human resources services intended for small and medium-sized businesses
HR Services	3/21/2024	A Slice Of HR	OneDigital (New Mountain Capital, Onex)	Provider of human resources and consulting services that include payroll management, benefits management, employee orientation, and other human resource functions
Information Services	1/3/2024	All Traffic Data Services	Rekor Systems	Provider of transportation data services intended for civil engineering firms, state and local transportation networks and commercial establishments
Information Services	1/17/2024	Sayari	TPG (NAS:TPG)	Developer of a commercial intelligence platform designed to help financial institutions and multinationals mitigate risk and comply with financial laws while managing commercial relationships
Information Services	1/26/2024	PEI	Bridgepoint Advisers	Provider of intelligence services to alternative asset investors across real estate, private equity, infrastructure, and private debt
Information Services	2/1/2024	WGSN	Apax Partners	Provider of consumer forecasting and global trend insights for businesses in the fashion, beauty, food & drink, interior design, and consumer technology industries
Information Services	2/28/2024	Cornerstone Specialty Network	Provider Network Holdings (Waud Capital Partners)	Provider of aggregated value-based offerings, educational resources, and research and data services to the oncology practice management sector
IT Consulting	1/1/2024	Success Computer Consulting	L Squared Capital Partners	Provider of information technology consulting services intended to assist with growth as well as mitigation of cybersecurity risks
IT Consulting	1/3/2024	Integrated Axis	Shore Capital Partners	Provider of information technology services catering to real estate, financial and legal practices, healthcare, hospitality, dental, and manufacturing sectors
IT Consulting	1/4/2024	OneBridge	Marlabs (BV Investment Partners)	Provider of business intelligence, data analytics, and enterprise application development consulting services designed to guide organizations on their journey to data-driven decision intelligence
IT Consulting	1/18/2024	LibertyFi	Aptus Capital Advisors	Provider of outsourced technology expertise intended to help growth-oriented registered investment advisors scale their businesses
IT Consulting	1/24/2024	NPI	Falfurrias Capital Partners	Provider of data-driven intelligence and tech-enabled services intended specifically to assist large enterprises with information technology (IT) procurement cost optimization

# SELECTED M&A TRANSACTIONS (continued)

Sub-Sector	Date Closed	Target	Buyer / Investor	Description
Marketing Services	1/2/2024	MO Marketing	Simplicity Financial Marketing (Lee Equity Partners)	Provider of insurance and financial services marketing, product support, and back office services intended for independent financial professionals
Marketing Services	1/2/2024	Flywheel Digital	Omnicom Group (NYS:OMC)	Provider of digital marketing services intended to help consumer product companies accelerate brand growth in digital retail
Marketing Services	1/17/2024	Habu	LiveRamp	Developer of marketing software designed to generate value analytics from controlled datasets
Marketing Services	1/22/2024	Digital Edge Marketing Agency	Trinity Hunt Partners	Provider of sales and marketing services to the travel and tourism industry, specializing in bridging the gap between sales and marketing teams for destination organizations, convention centers, hotels, and more
Marketing Services	2/13/2024	Drift	Salesoft	Developer of a conversational AI marketing and sales platform designed to convert website traffic into qualified sales meetings
Professional Staffing	1/15/2024	Belflex Staffing Network	Elwood Staffing	Provider of commercial staffing services specializing in flexible staffing solutions, temporary/contract personnel, contingent workforce management, peak season/heavy volume staffing, direct hire, recruitment process outsourcing, and light industrial staffing solutions
Professional Staffing	2/9/2024	Kolter Solutions	Tandym Group (Mill Rock Capital)	Provider of staffing and recruiting services intended for healthcare, information technology, digital and creative, and engineering industries
Professional Staffing	2/16/2024	HireRight (NYS:HRT)	General Atlantic, Stone Point Capital	Global provider of technology-driven workforce risk management and compliance solutions including comprehensive background screening, verification, identification, monitoring, and drug and health screening services
Professional Staffing	2/20/2024	Top Talent	Crosstown Ventures	Operator of a talent acquisition firm intended for the logistics and supply chain sector
Professional Staffing	3/14/2024	Berry Virtual	Legal Soft	Operator of virtual staffing services for businesses seeking administrative, marketing, or sales support
Specialty Consulting	1/11/2024	Banks Engineering	Atwell	Provider of civil engineering, planning, and land surveying consulting services intended for land development and municipal projects
Specialty Consulting	1/19/2024	CHA Consulting	H.I.G. Capital	Provider of design, engineering, and consulting services intended for infrastructure project developers
Specialty Consulting	1/25/2024	CHW Professional Consultants	NV5 (NAS: NVEE)	Provider of construction, engineering and consulting services
Specialty Consulting	2/15/2024	AEI Engineering (Consulting Services)	J-U-B ENGINEERS	Provider of electrical and control systems engineering and consulting services serving municipal, commercial and industrial clients
Specialty Consulting	3/28/2024	Reference Point	Resources Connection (NAS:RGP)	Management consulting firm offering services such as process optimization, business management, strategic planning, post-merger integration, data services, risk, and regulatory compliance
Specialty Consulting	09/13/2023	U.S. Compliance	Susquehanna Private Capital	Provider of environment, health, and safety compliance management and consulting services to reduce the risk of fines and lawsuits, lower workers comp costs, and manage
Specialty Consulting	09/06/2023	CREO (Durham)	Grant Avenue Capital	Provider of management consulting services for the life sciences and healthcare companies to make contributions to human health
Specialty Consulting	08/28/2023	Traffic & Mobility Consultants	Energy Impact Partners, Grovecourt Capital Partners	Provider of engineering and consulting services for the traffic and transportation engineering sector including traffic studies, signalization design, and due diligence investigations
Specialty Consulting	08/07/2023	Anser Advisory	Accenture (NYS: ACN)	Provider of capital program advisory and consulting services to guide programs and projects from concept to closeout related to engineering, planning, and construction
Specialty Consulting	07/27/2023	Strongbow Consulting Group	Accenture (NYS: CAN)	Provider of data network optimization and consulting services including the execution of voice technology transformation strategies to connect data centers, applications and people

Source: Pitchbook and SOLIC Research

## VALUATION METRICS BY SECTOR

			Market Enterprise Enterprise Value to		ue to:				
		Stock	% of 52	Сар	Value	LTM	LTM	NTM	
Ticker	Company Name	Price	Week High	(\$ mm)	(\$ mm)	Revenue	EBITDA	EBITDA	P/E
Business	Process Outsourcing								
CNDT	Conduent	\$3.38	88.7%	\$709.7	\$1,850.7	0.5x	NM	6.9x	NA
EXLS	ExlService Holdings	\$31.80	88.5%	\$5,271.9	\$5,252.0	3.2x	16.7x	13.5x	28.9x
G	Genpact	\$32.95	71.2%	\$5,942.0	\$6,861.3	1.5x	9.2x	7.7x	9.7x
MODV	ModivCare	\$23.45	27.1%	\$332.9	\$1,470.8	0.5x	NA	7.7x	NA
TTEC	TTEC Holdings	\$10.37	27.2%	\$491.8	\$1,466.1	0.6x	6.8x	6.4x	NM
WNS	WNS (Holdings)	\$50.53	96.6%	\$2,365.3	\$2,480.1	1.9x	10.3x	7.0x	15.5x
					Mean	1.4x	10.8x	8.2x	18.0x
HR Servi	ces								
ADP	Automatic Data Processing	\$249.74	97.2%	\$102,590.8	\$104,288.1	5.6x	19.6x	17.6x	29.1x
BBSI	Barrett Business Services	\$126.72	97.5%	\$832.7	\$701.7	0.7x	9.2x	8.8x	17.1x
DHX	DHI Group	\$2.55	60.4%	\$122.5	\$164.8	1.1x	6.9x	4.7x	31.9x
NSP	Insperity	\$109.61	83.6%	\$4,087.3	\$3,805.4	0.6x	14.6x	14.7x	24.5x
PAYX	Paychex	\$122.80	94.7%	\$44,186.1	\$43,654.1	8.5x	19.1x	17.1x	27.3x
					Mean	3.3x	13.9x	12.6x	26.0x
Informati	ion Services								
CPRT	Copart	\$57.92	99.6%	\$55,687.9	\$53,160.5	13.1x	30.3x	29.3x	41.4x
CSGP	CoStar Group	\$96.60	96.2%	\$39,452.3	\$35,346.8	14.4x	NM	NM	NM
EFX	Equifax	\$267.52	97.2%	\$33,234.3	\$38,882.1	7.4x	24.6x	20.1x	60.8x
FDS	FactSet Research Systems	\$454.39	93.0%	\$17,306.1	\$18,560.1	8.6x	23.0x	21.9x	35.9x
FICO	Fair Isaac	\$1,249.61	92.6%	\$31,055.4	\$32,884.2	21.2x	NM	36.4x	69.8x
FORR	Forrester Research	\$21.56	63.4%	\$418.1	\$380.5	0.8x	9.2x	7.4x	NM
IT	Gartner	\$476.67	98.0%	\$37,165.0	\$38,916.1	6.6x	27.2x	25.9x	43.0x
LQDT	Liquidity Services	\$18.60	88.2%	\$571.4	\$474.2	1.5x	13.8x	10.1x	31.5x
MORN	Morningstar	\$308.37	97.6%	\$13,181.3	\$13,952.5	6.8x	33.4x	NA	NM
RBA	RB Global	\$75.93	97.3%	\$13,965.7	\$18,484.8	5.0x	19.7x	15.4x	73.0x
					Mean	8.5x	22.6x	20.8x	50.8x
IT Consu	Iting								
ACN	Accenture	\$346.61	89.4%	\$217,923.7	\$216,790.2	3.4x	21.2x	17.4x	31.4x
CTSH	Cognizant Technology Solutions	\$73.29	91.5%	\$36,486.8	\$35,166.8	1.8x	10.8x	10.0x	17.4x
CTG	Christie Group	\$1.20	54.7%	\$31.8	\$41.5	0.5x	9.5x	NA	NM
PRFT	Perficient	\$56.29	58.1%	\$1,967.9	\$2,259.4	2.5x	13.6x	11.6x	20.4x
SNX	TD Synnex	\$113.10	97.5%	\$9,921.0	\$12,899.2	0.2x	8.6x	7.3x	16.5x

# VALUATION METRICS BY SECTOR (continued)

				Market	Enterprise	se Enterprise Value to:		ue to:	
Ticker	Company Name	Stock Price	% of 52 Week High	<b>Cap</b> (\$ mm)	Value (\$ mm)	LTM Revenue	LTM EBITDA	NTM EBITDA	P/E
Marketing	Services								
IPG	The Interpublic Group of Companies	\$32.63	79.7%	\$12,357.8	\$14,746.4	1.4x	8.4x	8.2x	11.4x
STGW	Stagwell	\$6.22	72.4%	\$727.2	\$2,579.8	1.0x	6.4x	6.2x	NM
OMC	Omnicom Group	\$96.76	97.5%	\$19,081.1	\$22,176.0	1.5x	9.6x	8.5x	14.0x
PAR: PUB	Publicis Groupe	\$109.26	99.9%	\$27,211.1	\$28,592.9	1.8x	10.3x	8.9x	19.5x
RAMP	LiveRamp Holdings	\$34.50	80.9%	\$2,283.3	\$1,796.3	2.8x	NM	14.0x	NA
VVI	Viad	\$39.49	98.8%	\$830.9	\$1,580.9	1.3x	11.1x	8.8x	NM
WPP	WPP	\$9.51	78.8%	\$10,225.0	\$16,741.6	0.9x	7.5x	6.5x	NM
					Mean	1.5x	8.9x	8.7x	15.0x
Profession	nal Staffing								
	Adecco Group	\$39.38	79.7%	\$6,661.4	\$10,111.3	0.4x	11.3x	9.0x	18.8x
AMN	AMN Healthcare Services	\$62.51	55.6%	\$2,368.4	\$3,685.8	1.0x	7.4x	10.2x	11.7x
CCRN	Cross Country Healthcare	\$18.72	65.1%	\$650.1	\$638.2	0.3x	4.9x	8.3x	9.1x
KELYA	Kelly Services	\$25.04	99.1%	\$883.5	\$809.0	0.2x	11.3x	6.5x	25.6x
KFRC	Kforce	\$70.52	94.3%	\$1,376.4	\$1,433.8	0.9x	15.9x	15.1x	22.5x
MAN	ManpowerGroup	\$77.64	87.3%	\$3,756.3	\$4,511.6	0.2x	13.3x	8.9x	NM
ASGN	ASGN	\$104.76	98.4%	\$4,871.3	\$5,800.6	1.3x	12.5x	12.0x	23.3x
AMS:RAND	) Randstad	\$52.89	82.8%	\$9,397.6	\$10,419.0	0.4x	8.4x	7.7x	14.3x
RCMT	RCM Technologies	\$21.37	66.5%	\$169.7	\$197.4	0.7x	7.9x	6.8x	10.9x
RGP	Resources Connection	\$13.16	76.3%	\$441.0	\$361.7	0.5x	7.8x	6.8x	16.5x
RHI	Robert Half International	\$79.28	89.7%	\$8,340.9	\$7,851.1	1.2x	12.9x	14.9x	20.4x
STAF	Staffing 360 Solutions	\$0.29	18.9%	\$2.3	\$27.9	0.1x	NA	4.5x	NA
TBI	TrueBlue	\$12.52	65.7%	\$393.0	\$392.4	0.2x	NM	NM	NA
					Mean	0.6x	10.3x	9.2x	17.3x
Specialty (	Consulting								
CBZ	CBIZ	\$78.50	98.7%	\$3,933.8	\$4,476.7	2.8x	20.1x	18.2x	32.8x
CRAI	CRA International	\$149.58	99.1%	\$1,041.8	\$1,104.9	1.8x	13.5x	15.2x	27.8x
EXPO	Exponent (Consulting Services)	\$82.69	81.3%	\$4,181.9	\$4,023.0	7.5x	NM	NM	42.6x
FCN	FTI Consulting	\$210.29	90.6%	\$7,472.3	\$7,401.3	2.1x	17.8x	17.0x	27.3x
HURN	Huron Consulting Group	\$96.62	85.3%	\$1,785.0	\$2,146.7	1.5x	16.7x	11.0x	30.3x
MMS	Maximus ( Consulting Services (B2B))	\$83.90	93.5%	\$5,120.5	\$6,496.1	1.3x	13.8x	11.3x	27.8x
HCKT	The Hackett Group	\$24.30	91.0%	\$670.3	\$683.8	2.3x	13.0x	9.8x	19.6x
					Mean	2.8x	15.8x	13.8x	29.7x

Source: Pitchbook

## SOLIC REPRESENTATIVE TRANSACTIONS\*







Financial Advisor

**INDUSTRIAL** AND **OUTSOURCING SERVICES** 

**ENERGY** 

Hancock Park Associates has made a strategic investment in Project | Time & Cost Financial Advisor



\$750,000,000 Asset under Management

SageCrest II, LLC

Fiduciary Oversight

\$212,320,000 **Debt Restructuring** 



Financial Advisor

\$800,000,000 Pre-Restructuring Invested Capital



Financial Advisor

\$380,000,000 Capital Restructuring



Financial Advisor



has been acquired by

HCA

Financial Advisor

\$4.500.000.000 of Assets



Financial Advisor

\$87,000,000,000 **Debt Restructuring** 



Financial Advisor

\$240,600,000 Debt Restructuring



Restructuring Advisor



has been acquired by



Sell Side Advisor



has acquired an interest in



Sell Side Advisor

\$5,000,000,000 Pre-Filing Secured Indebtedness



Financial Advisor and Chief Restructuring Officer

\$357,000,000



has been acquired by



Sell Side Advisor

\$13,100,000 Capital Placement



Financial Advisor

\$800,000,000 Capital Restructuring and Sale



Financial Advisor

### NOTES

#### **SOURCES**

PitchBook, Bloomberg, Bureau of Labor Statistics, company 10-K, 10-Q and 8-K SEC filings, annual reports, press releases, and others as indicated.

Any public companies chosen for the "SOLIC Business Services Sector Index ("SBSS Index")" are companies commonly used for industry information to show performance within a sector. They do not include all public companies that could be categorized within the sector and were not created as benchmarks; they do not imply benchmarking and do not constitute recommendations for a particular security and/or sector. The charts and graphs used in this report have been compiled by SOLIC Capital Advisors solely for purposes of illustration.



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### RESTRUCTURING • INVESTMENT BANKING • DISTRESSED ASSET SUPPORT SERVICES

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