



Acquisition Search: US Energy Service / Operational & Maintenance Companies

JumpStart Partners, Inc. has been retained to assist in the acquisition of mid-market energy service / operational & maintenance companies in the US.

Preferred Target Acquisition Profile:

Existing business operations that include:

- Service, operation and maintenance of energy assets (HVAC, boilers, chillers, compressors, etc).
- Substantial long-term business contracts (>3 years).
- Commercial & industrial client operations (non-residential).
- Solid management team.
- Performance-based service agreements.

Primary acquisition goals:

1. Delivery platform: people (technicians, facility managers, engineers), physical assets (trucks, offices, etc) and supply chain resources.
2. Customers (primarily market sectors: industrial, office buildings, retail, hospitals, government, education, etc.)
3. Strong management team with domain experience and growth potential.
4. Sales and marketing resources.

Supplemental information:

- Size: Growth companies, preference for firms with annual revenues of \$15-150M that are profitable.
- Geographies: Anywhere in the US, preference for Texas or Midwest-based firms.

Search Objective

	Company Acquisition	Contract Acquisition	JV/Partner
Energy Service Company	Secondary Option	↑ Secondary Option (Comprehensive Contracts) ↓	Tertiary
Operational & Maintenance	Preferred Option		Tertiary
Facility Mgmt	Secondary Option		Tertiary
Mechanical & Electrical Contractor	Tertiary	Tertiary	Tertiary

Acquirer Profile

The firm making the acquisition is a global energy services company providing heating ventilation & air conditioning (HVAC), facility management, industrial utility, and district heating and cooling network services. The company has revenues of over \$6 billion, more than 50,000 employees and over 70,000 managed installations. Primary client verticals include commercial, industrial, healthcare, education, and governmental markets. This organization is looking to expand its operations into the US and develop an exceptional management team and platform for substantial future growth.

Contact Information

For additional information, please contact:

Bob Martin ♦ 512-576-9000 ♦ bmartin@jumpstartpartners.com

Steve Meyers ♦ 512-976-2242 ♦ steven@jumpstartpartners.com