




Langcliffe International

SUPPORT SERVICES BUYERS

ACQUISITIVE IN THE US

APRIL 2022

Sectors Featured Include: Business Training & Education,
Engineering Services, Environment/Energy Consultancies,
Equipment Hire, Events Management, Facilities Management,
Support Services and Waste & Disposal Services



SECTORS

To view our buyers targeting US-based opportunities in the Business Training & Education, Engineering Services, Environment/Energy Consultancies, Equipment Hire, Events Management, Facilities Management, Support Services, Waste & Disposal Services and Water Treatment sectors, please click the title link below.

If you believe that you have an opportunity that meets the criteria of a buyer, please click the buyer title link to send the relevant team member an email.

Alternatively, please email mark.eardley@langcliffeinternational.com

- [BUSINESS TRAINING & EDUCATION](#)
- [ENGINEERING SERVICES](#)
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BUSINESS TRAINING & EDUCATION

267128 - HIGH RISK SAFETY TRAINING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Danish PE-owned;• Provider of safety and competency services;• Serves safety critical industries;• Services include training and compliance management, simulators, consultancy services, software applications and training;• Operates globally.	<ul style="list-style-type: none">• Providers of safety training services;• Serving high-risk environments;• Located globally;• Minimum EBITDA US\$500k.

Location: Denmark

258466 - LANGUAGE & SOFT SKILL TRAINING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of online and digital language training;• Operates in the corporate training sector;• Located in the UK.	<ul style="list-style-type: none">• Language and soft skill training providers;• Serving corporate clients;• Located globally;• EBITDA greater than US\$600k.

Location: England

252643 - SCIENCE EQUIPMENT & EDUCATION CONTENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Direct marketer and supplier of science, lab and safety products;• Products designed for use in chemistry, biology, physics and earth science subjects;• End markets include education and commercial.	<ul style="list-style-type: none">• Suppliers of science and lab products to education customers;• Also interested in higher education content providers e.g., textbooks and online resources;• Located in Europe or North America;• Turnover greater than US\$6m.

Location: USA

263365 - LEARNING & DEVELOPMENT SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Professional training provider;• Provides a learning management system with sales, negotiation skills, leadership and performance development programs;• Industries include industrial, technology, banking, pharmaceutical, oil and gas, and retail;• Operates across the UK.	<ul style="list-style-type: none">• Providers of learning and development solutions for companies across various industry sectors;• Located in the US and the UK;• Minimum EBITDA US\$300k.

Location: Scotland

273572 - EXECUTIVE-LEVEL TRAINING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Executive-level recruitment firm and consultancy;• Offers business support services in leadership training and executive coaching;• Operates globally.	<ul style="list-style-type: none">• Businesses providing executive-level training and associated consultancy services;• Consultancy firms with a recruitment arm;• Interim recruitment services with a focus on C-suite positions;• Located globally;• EV between US\$4m-US\$8.5m.

Location: England

252681 - SCHOOL LEARNING RESOURCES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Educational publishing company;• Works with educational establishments to support literacy in schools;• Operates globally.	<ul style="list-style-type: none">• Businesses providing learning resources to schools;• Resources including books and digital teaching packs;• Located globally;• Minimum turnover US\$1m.

Location: England

259109 - EDUCATION RECRUITMENT (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Specialist recruitment firm;• Operating in the education sector;• Offices in the UK, Ireland, Australasia and North America.	<ul style="list-style-type: none">• Recruitment firms focusing on primary and secondary schools, special needs schools and nurseries;• Contracts to be short-term, long-term and/or permanent;• Located in North America, the UK, Ireland, and Australasia;• Turnover above US\$6m.

Location: England

ENGINEERING SERVICES

272123 - SUPPORT & OUTSOURCED SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Supplier of rental, infrastructure and support services;• Offers services and products to the oil and energy sectors;• Modular rental solutions include accommodation, waste and water treatment units, chemical transportation tanks and offshore containers;• Infrastructure services focused on access;• Support services centred around environmental services;• Operates across the UK.	<ul style="list-style-type: none">• Renters and leasers of plant and heavy equipment;• Providers of infrastructure and environmental services;• Serving the oil, gas and energy markets;• Located in Europe and the US;• Minimum EBITDA US\$300k.

Location: Scotland

270983 - BIOTECHNOLOGY EQUIPMENT SERVICE PROVIDERS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Supplier of multi-vendor services for laboratory instruments;• Provides repair, maintenance and validation services;• Operates across the US.	<ul style="list-style-type: none">• Service providers for equipment in the biotechnology industry;• Located in the US and Europe;• Minimum EBITDA US\$250k.

Location: USA

273307 - TICC SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Family run provider of comprehensive testing, inspection and calibration services;• Services include calibration, engineering, forensic analysis, inspection, testing and analysis, and training;• Serves businesses across a wide range of sectors;• Operates across the US.	<ul style="list-style-type: none">• Providers of testing, inspection, certification and compliance (TICC) services;• Specialists in on-site or in-lab testing, technical and calibration services, or consulting and forensic engineering;• Located in the US and Europe;• Minimum EBITDA US\$500k.

Location: USA

264626 - ENGINEERING & ARCHITECTURAL FIRMS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Irish privately-owned;• International project management firm;• Provides professional services in project and construction management, architecture and engineering design;• Services offered to leading companies in the pharmaceutical, food, medical devices, mission critical, advanced manufacturing and energy sectors;• Flexible approach to structuring transactions and consideration may consist of cash, shares, earnout and deferred;• Active across Europe, the US and Asia.	<ul style="list-style-type: none">• Engineering and architectural firms focusing on the process industrial sector;• Requires experience of EPCM in industrial sectors (vessels, pumps, pipes, etc.);• CQV service providers;• Clients in the pharmaceutical, medical device and food sectors, with a strong focus on pharmaceutical;• Between 8-400 personnel;• Located in the US, preferably the East Coast;• Minimum turnover US\$10m• Minimum EBITDA margin 5%;• Preference for 10+ years of operational experience.

Location: Ireland

269250 - ENGINEERING CONSULTANCIES & SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Belgian privately-owned; • Provider of lifecycle and engineering consultancy services; • Serves the energy, water, nuclear and urban industries; • Headquartered in Belgium; • Operates globally. 	<ul style="list-style-type: none"> • Engineering consultancies and service providers; • Active across the energy, nuclear, water and urban sectors; • R&D companies in water, renewable energy and power; • Urban and infrastructure design consultancies; • Located globally; • Minimum EBITDA US\$1m.

Location: Belgium

275349 - TIC SERVICES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE-owned; • Marine group providing inspection, certification and maintenance services for ships; • Core activities include servicing marine elevators and offshore platforms, servicing ballast water systems and supplying spare parts to seagoing vessels; • Operates from 100 ports globally. 	<ul style="list-style-type: none"> • Providers of TIC services; • Serving onboard seagoing vessels; • Specialising in marine elevators, and mechanical and electrical certifications; • Suppliers of spare parts for ships and offshore platforms; • Located globally; • Minimum EBITDA US\$1m.

Location: Netherlands

267272 - ENGINEERING & CONSTRUCTION CONSULTANCIES (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • US privately-owned; • Provider of management, engineering and development consulting services; • Services include commissioning, construction management, procurement, management consultancy, project implementation and process control; • Serves the mining metallurgical, energy and infrastructure sectors; • Operates across Canada. 	<ul style="list-style-type: none"> • Providers of engineering and construction consulting services; • Operating in a range of sectors; • Located globally; • Minimum EBITDA US\$1.3m.

Location: Canada

277407 - ENGINEERING, PROCUREMENT & CONSTRUCTION FIRMS (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • UK PE-owned; • Group of engineering, procurement and construction (EPC) service companies; • Serves commercial and industrial clients across a range of sectors; • Located in Canada. 	<ul style="list-style-type: none"> • EPC firms delivering industrial solutions and automation services; • Manufacturers, fabricators and construction companies with high-value industrial construction and automation projects; • Located in North America; • Minimum EBITDA US\$650k.

Location: Canada

277250 - CIVIL ENGINEERING DESIGN (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of IT and civil engineering consultancy services;• Offers application development and maintenance, BPO and digital transformation services;• Provides project management and design engineering services.	<ul style="list-style-type: none">• Providers of civil engineering, design and project management services;• Focusing on the urban mobility, water and energy verticals;• Located in the US, the UK, Ireland, Italy and Portugal;• Minimum EBITDA US\$650k.

Location: Spain

ENVIRONMENT/ENERGY CONSULTANCIES

250823 - SUSTAINABILITY CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of sustainability and related consultancy services;• Services include sustainability strategy planning and management, pollution control, waste management, and policy and practices consulting;• Serves commercial business, local authorities and municipalities;• Operates across 17 countries.	<ul style="list-style-type: none">• Providers of sustainability consultancy services;• Helps to manage sustainability risks and opportunities, as well as environmental liabilities;• Located in Europe and North America;• Minimum EBITDA US\$300k.

Location: England

268907 - ENVIRONMENTAL HEALTH & SAFETY CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Air quality and EHS consultancy firm;• Also consults on broader environmental performance, including sustainability and carbon management;• Headquartered in the US with additional locations in the UK and Asia Pacific.	<ul style="list-style-type: none">• Environmental health and safety consultancies;• Focusing on niche and specialist services;• Particularly interested in life sciences, air quality, toxicology, work exposure, industrial hygiene and pharmaceuticals;• Management to stay on for at least three years post acquisition;• Located in the UK, North America, Northern Europe and Australia;• EBITDA between US\$500k-US\$2m;• Margins above 15%.

Location: USA

EQUIPMENT HIRE

8196 - POWERED ACCESS MACHINE HIRE & SALE *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Group of companies involved in the hire and sale of powered access machines;• Operates a fleet of over 5000 pieces of machinery;• Operates a UK-wide network of depots.	<ul style="list-style-type: none">• Businesses involved in the hire and sale of powered access machines;• No interest in cranes;• Will consider companies specifically focusing on telehandlers;• Located internationally;• Minimum EBITDA US\$600k.

Location: England

271462 - OIL & GAS/RENEWABLES EQUIPMENT RENTAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Supplier of containers and cabins;• Serves oil and gas and offshore wind facilities;• Sells to customers in global oil and gas regions.	<ul style="list-style-type: none">• Businesses selling or renting specialist equipment to the oil and gas and renewables industries;• Particularly interested in offshore wind and industrial business services;• Providers of technical service solutions;• Located globally;• Minimum EBITDA US\$600k.

Location: Scotland

EVENTS MANAGEMENT

259309 - EVENT LIGHTING & EQUIPMENT *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of entertainment lighting and equipment to event venues, production companies, lighting designers and other users across a variety of end markets;• Operates across the US.	<ul style="list-style-type: none">• Providers of event lighting and equipment;• Offers products for rental or sale;• Providers of lighting design and installation services;• Located in North America and Europe;• Turnover greater than US\$6m.

Location: USA

FACILITIES MANAGEMENT

264408 - FIRE PROTECTION & LIFE SAFETY *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Fire protection and life safety engineering consultancy;• Offers services to building owners, architects, construction teams, nuclear utility owners and government agencies;• Operates globally.	<ul style="list-style-type: none">• Engineering and consultancy firms;• Services covering fire and building safety, risks and hazards, emergency management, security and threat and violence;• Located globally;• Minimum EBITDA US\$300k.

Location: USA

259477 - DOMESTIC SERVICE FRANCHISES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US limited liability company;• Operator of multiple franchise verticals;• Portfolio includes 26 service brands, 19 of which are franchised;• Network of offices in the UK, Germany, Canada and the US.	<ul style="list-style-type: none">• Franchised brands offering domestic services;• Would consider some commercial services;• Focusing on repairing, maintaining or enhancing properties and/or grounds;• Services including pest control, cleaning, curtain and blind installations, HVAC and garden services;• Located in the US, the UK or Germany;• Must be an established franchise;• Minimum EBITDA US\$500k.

Location: USA

SUPPORT SERVICES

262252 - PHARMACEUTICAL SUPPORT SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Pharmaceutical solutions provider;• Solutions include product access, medication adherence and patient support services;• Operates across the US.	<ul style="list-style-type: none">• Providers of support services for pharmaceutical manufacturers;• Offering patient management tools, technology platforms, data analytics and data security;• Located in the US;• Minimum turnover US\$6m.

Location: USA

264130 - TRANSCRIPTION & TRANSLATION SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK privately-owned;• Provider of tech-enabled translation services;• Expertise include Adobe InDesign, gaming, personal, legal, technical, API, video and website translation;• Services offered across the US, New Zealand and Europe.	<ul style="list-style-type: none">• Transcription and translation service providers;• Located globally;• Minimum turnover US\$2.5m;• Minimum EBITDA US\$600k.

Location: England

266090 - REMOTE SECRETERIAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• German PE-owned;• Provider of remote secretarial services;• Serves SMEs across Germany.	<ul style="list-style-type: none">• Providers of remote secretarial services;• Services including phone answering, translation services, presentation services and co-working spaces;• Located globally;• Turnover between US\$5m-US\$60m;• EBITDA between US\$500k-US\$6m.

Location: Germany

268933 - HEALTHCARE IT & PROFESSIONAL SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of IT services;• Services include IT and data analysis solutions for pharmaceutical companies;• Operates worldwide.	<ul style="list-style-type: none">• Providers of IT and other professional services to pharmaceutical companies;• Services including medical data analysis;• Located globally;• Minimum EBITDA US\$300k.

Location: England

6555 - HIGH-IMPACT POLICY & ADVISORY SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Economic strategic consultancy group;• Advises governments, businesses and investors on optimising economic growth;• Operates globally.	<ul style="list-style-type: none">• Providers of high-impact policy and advisory services;• Consultancy services to help businesses promote positive societal change;• Located globally;• Minimum EBITDA US\$600k.

Location: England

262409 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Invests in the lower-mid market;• Preference for control investments and private companies or divestures;• Experienced in management buyouts;• Will co-invest;• Offers equity cheques between US\$25m-US\$100m.	<ul style="list-style-type: none">• Providers of business services and businesses in the consumer, industrial, manufacturing and technology sectors;• Located in North America and Europe;• EBITDA between US\$5m-US\$35m.

Location: USA

269238 - OUTSOURCED CORPORATE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of corporate services;• Services include accounting, corporate, management, treasury outsourcing and tax compliance;• Operates across Europe and the US.	<ul style="list-style-type: none">• Providers of outsourced corporate services;• Offering a range of financial, HR, corporate and business support services;• Located in the US and Europe;• Minimum EBITDA US\$1m.

Location: Luxembourg

273125 - STRATEGIC CONSULTING *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of strategic business consulting and technology services;• Specialisms include digital transformation, cloud first/cloud migration, customer engagement, DevOps, data and analytics, and automation;• Diverse blue-chip client base;• Located in the UK, Romania and Lithuania.	<ul style="list-style-type: none">• Providers of strategic consulting and technology services;• Advisors in business, product and digital strategy;• Developers of product and/or technology innovation programmes;• End-to-end digital transformation to streamline operations and reduce costs;• Located globally;• Minimum EBITDA US\$1m.

Location: England

274920 - US PE FIRM *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE firm;• Targets mid-market majority, minority, liquidation and divesture deals;• Provides buyout and growth capital;• Invests between US\$25M-US\$75M per transaction;• Offers full or partial liquidity.	<ul style="list-style-type: none">• Providers of business and tech-enabled services and businesses operating in the industrial, tech and telecoms, healthcare and energy sectors;• Located in North America;• Minimum EBITDA US\$5m.

Location: USA

256195 - B2B COMPLIANCE SERVICES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• UK PE-owned;• Provider of B2B compliance services;• Headquartered in France;• Operates across Europe.	<ul style="list-style-type: none">• Providers of B2B compliance services;• Services including HR, tax, legal and regulatory support;• Located in North America and Europe;• Revenue above US\$7m.

Location: France

276882 - RETAIL SERVICE CONSULTANCIES *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• US PE-owned;• Provider of retail consultancy services;• Services include account management, planning and operations, sales strategy and digital optimisation;• Located in the US.	<ul style="list-style-type: none">• Retail service consultancies;• Providing digital insights for brands;• Located in Europe and the US;• Minimum EBITDA US\$600k.

Location: USA

WASTE & DISPOSAL SERVICES

276129 - MERCURY & NORM CONTAMINATION WASTE DISPOSAL *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • Dutch PE-owned; • Provider of purification, treatment and recycling services; • Specialises in mercury and NORM contamination; • Serves the oil and gas, chlorine, and recycling industries; • Services include removal of mercury and NORM contamination from pipes and vessels, waste treatment, disposal and decommissioning; • Located globally. 	<ul style="list-style-type: none"> • Providers of mercury and NORM contamination waste disposal services; • Located globally; • Minimum EBITDA US\$500k.

Location: Netherlands

274817 - REUSABLE PRODUCT WASHING SOLUTIONS *(CLICK REFERENCE TO ENQUIRE)*

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none"> • French PE-owned; • Developer of tailor-made washing centres and solutions; • Cleans, de-labels and disinfects pallets, cups, crates and bins; • Serves large customers such as supermarkets; • Keen focus on reducing waste; • Located in Europe and North America. 	<ul style="list-style-type: none"> • Providers of washing solutions for reusable products; • Products include bins, bottles and pallets; • Located in North America and Europe; • Turnover between US\$5m-US\$60m.

Location: France

2016 - CARDBOARD RECYCLING (CLICK REFERENCE TO ENQUIRE)

The Acquirer	Acquisition Criteria
<ul style="list-style-type: none">• Main Market-listed;• Consumer goods technology platform;• Aggregates online retailers of branded FMCGs;• Focuses on beauty, health, luxury and technology brands;• Operates c.300 localised websites and c.20 fulfilment sites;• Group members distribute products globally.	<ul style="list-style-type: none">• Cardboard recycling providers;• Located globally;• Minimum EBITDA US\$1m.

Location: England