

CHILDS Advises AIM Consulting in its Sale to Addison Group

Atlanta, GA – May 11, 2017 – CHILDS Advisory Partners (“CHILDS”) served as the exclusive financial advisor to AIM Consulting Group, LLC (“AIM” or “the Company”), a technology consulting firm with headquarters in Seattle and branch offices in both Denver and Minneapolis, in its sale to Addison Group (“Addison”), a portfolio company of Odyssey Investment Partners.

Founded in 2006, AIM Consulting is a rapidly growing, nationally recognized leader in technology solutions and services. AIM is focused on adding value to its more than 400 customers by developing long-term relationships and by attracting and retaining the best technology consulting talent in the region. The company offers a range of service offerings and engagement models to solve the most challenging customer problems.

Kyle Guilford, CEO and Co-Founder of AIM, stated, “AIM is proud to join forces with a world class service organization like Addison Group. We believe this acquisition best positions our firm and its great people for enhanced growth and opportunity. We are excited about expanding our services into new markets and working with such a capable and passionate organization.” Mr. Guilford further notes, “The advisory service we received from the CHILDS team was outstanding. Our partnership started long before the engagement began. CHILDS was helpful in providing real market data, getting to know our leadership team and our values, and helping us execute on a strategy that resulted in a transaction that is great for everyone from our employees to leadership. It truly is a win-win for everyone. CHILDS’ knowledge of our industry, relationships with buyers, attention to detail and their expertise during due diligence is very much appreciated. It’s why we were able to find the right partner for AIM and achieve a great outcome.”

Jim Childs, CEO of CHILDS Advisory Partners, said “We enjoyed working with the management team of AIM as they evaluated partnership opportunities and are pleased to bring about a successful outcome. The management team has built a great business and we wish them all the best for the future.”

About AIM Consulting

Founded in 2006, AIM Consulting is a rapidly growing, nationally recognized leader in technology solutions and services. With offices in Denver, Minneapolis and Seattle, AIM Consulting has the people, processes, and tools to provide companies with strategic guidance on business-critical initiatives and deliver end-to-end solutions. AIM builds relationships with the best technology consulting talent in the region in order to custom-build teams dedicated to delivering industry-leading solutions with modern technologies and processes that solve business-critical challenges.



About Addison Group

Addison Group is a leading provider of professional staffing and permanent placement services for Information Technology, Finance & Accounting, Executive Search, Healthcare, HR & Administrative, and Engineering. Addison’s strengths are its strong management and executive teams, a relationship-focused selling strategy, a history with clients of delivering the right candidate at the right time, and a loyal candidate base.



About CHILDS Advisory Partners

CHILDS Advisory Partners provides exceptional investment banking services to high-performing middle market business services, healthcare and technology companies. Our unique combination of sector expertise, process excellence, and a deep, experienced team allows us to achieve successful outcomes for our clients. Collectively, our senior bankers have executed over 450 M&A and financing transactions. CHILDS Advisory Partners was named the 2016 Boutique Investment Banking Firm of the Year by The M&A Advisor. CHILDS is a member of FINRA and SIPC and is a registered broker-dealer. Please visit www.childsadvisorypartners.com for more information about our firm.



Please contact us to learn more about working with the CHILDS team:

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