

CHILDS

ADVISORY PARTNERS

CHILDS Advisory Partners is the premier investment banking and strategic advisory firm focused on mid-market business services firms. Our sector focus, culture and experience allow us to be strategic partners with our clients.

Mergers & Acquisitions Advisory

CHILDS is uniquely positioned to help company owners maximize their value through a sale or recapitalization. Our understanding of their business helps us position the company for success and prepare for due diligence. Our relationships with both global strategic buyers and financial buyers give our clients unique access to the right potential buyers for their business.

Valuation & Strategic Alternatives Assessment

For those owners needing to understand what their companies are worth and what alternatives they may have regarding a liquidity event, CHILDS offers a unique "Valuation & Strategic Alternatives Assessment." In addition to examining the typical financial characteristics of a business, we examine key operational items to understand a company's value today and what strategic alternatives an owner may have.

Debt & Equity Capital Raising Advisory

We help our clients raise debt and equity capital to assist in their growth and liquidity needs. Our comprehensive database consists of active senior and mezzanine lenders, growth equity and buyout equity investors who have expressed interest in business services firms. Whether you need a \$10 million growth equity raise or a \$75 million leveraged recapitalization, we have the expertise to guide you through the process.

Restructuring & Buyouts

Often times a good business is held back because of ownership or balance sheet issues. The Partners at CHILDS have experience in facilitating partner buyouts and executing restructurings with lenders and equity investors. Our senior-banker model is perfect for sensitive transactions which involve multiple constituents and complex negotiations.

Strategic Consulting

CHILDS acts as a strategic consultant to help leadership teams develop their strategic roadmap in order to enhance shareholder value. Our operating experience and our exposure to many of the leading industry firms allows us to give owners objective advice about how to improve their business. Our proprietary Strategic Roadmap Process is designed to clarify a business owner's objectives whether it is organic growth, add-on acquisitions or an outright sale. This process considers the current state of the business, benchmarking, the desired end state, and the gaps. The result is a powerful strategic roadmap for the business and operational improvement.

Our Partners

Jim Childs –Managing Partner

Former Robinson Humphrey investment banker focused on business services; former CEO of Impact Innovations, a \$100 million IT services firm backed by CGW Southeast; Harvard Business School; Jim has personally led over \$2 billion in M&A and financing transactions.

jchilds@childsadvisorypartners.com

Melanie McFaddin – Partner

Over 13 years of experience in IT and professional services transactions; former commercial and international banker with experience in IT lending and specialized finance; Melanie has managed over 50 M&A engagements. She holds a BBA and an MBA from the Bauer School of Business at the University of Houston.

mmcfaddin@childsadvisorypartners.com

Don Holbrook – Partner

Former DecisionPoint investment banker focused on technology and IT services; over 15 years of investment banking experience; Don has managed over 40 M&A transactions. Recent deals include the sale of E2E Consulting to private equity backed Cedarcrestone, MyITgroup to Visionary Integration Professionals, Saratoga Systems to CDC Software, etc.

dholbrook@childsadvisorypartners.com

Jimmy Secretarski – Vice President

Investment banker for over 10 years with firms such as Hambrecht & Quist and J.P. Morgan in New York and Atlanta. Jimmy has sourced and executed over 40 transactions totaling over \$3 billion in value. Graduated Magna Cum Laude with a BS in Finance from Siena College.

jsecretarski@childsadvisorypartners.com

Quick Facts

- Over \$9 billion in transactions closed and 55 years of collective experience serving mid-market services firms
- Closed 25 transactions totaling over \$1.2 billion since January 2007

Atlanta



Los Angeles



Washington DC

www.childsadvisorypartners.com

CHILDS

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Selected Representative Transactions



has been acquired by



December 2008



has been acquired by



June 2008



has been acquired by



October 2007



*has been
recapitalized by*



July 2007



has been acquired by



September 2008



Palmetto Staffing Group, Inc.

has been acquired by



January 2008



has been acquired by



June 2008



has been acquired by



July 2008



has been acquired by



September 2008



has been acquired by



April 2007



*has been
recapitalized by*



June 2007



has been acquired by



December 2007