

CHILDS Advises Vaco in its Recapitalization with Olympus Partners

Atlanta, GA – November 13, 2017 – CHILDS Advisory Partners (“CHILDS”) served as financial advisor to Vaco, a leading executive search, consulting, placement, and strategic staffing firm based in Nashville, Tenn. in its majority recapitalization with Stamford, CT private equity firm Olympus Partners (“Olympus”).

Founded in 2002 by Jerry Bostelman, Jay Hollomon, and Brian Waller, Vaco partnered with its first private equity partner, Quad-C Management, Inc. (“Quad-C”) where CHILDS served as the exclusive financial advisor in 2014. Since that time, Vaco completed seven acquisitions during Quad-C’s ownership that significantly expanded its retained search practice, widened its breadth of services in healthcare IT, and added new geographies domestically and internationally, including Canada and India.

“Vaco is exceedingly appreciative of Quad-C’s contributions over our incredibly fruitful three-year partnership,” said Vaco Founder and CEO Jerry Bostelman. “Olympus brings that same fresh perspective and collaborative approach. Their contribution will be invaluable as we explore how to more cohesively deliver our complete solutions to clients, expand our service lines and geographies throughout the globe and institutionalize the essence of Vaco to ensure its eternal viability.”

“In a relatively short period of time, we made significant investments in the Company and were able to roughly double Vaco’s revenues, while diversifying the Company’s end markets,” said Timothy Billings, Partner at Quad-C. “Vaco has an exceptionally strong culture and leadership team and we wish the Company continued success during its next stage of growth.”

Jim Childs, CEO at CHILDS, remarked, “We’ve enjoyed tracking Vaco’s success over the years and have been privileged to advise them on their initial recapitalization with Quad-C and as one of their advisors on this most recent transaction with Olympus. We believe this partnership will position them for continued success.”

About Vaco

Vaco provides boutique level service with global reach in the areas of collaborative consulting, permanent placement, executive search and strategic staffing. Vaco has become a premiere talent solutions firm by attracting, developing and retaining the strongest players in the industry for their entire careers, so they are available to serve clients, candidates and consultants for the duration of theirs. Since its founding in 2002, Vaco has grown to 36 offices across the globe, 700+ employees, more than 3,500 consultants and \$450M in revenue. Vaco has been named to Inc. magazine’s list of the fastest-growing private companies for the past 11 years and is dedicated to developing long-term relationships, life-long careers and creative client solutions.



About Olympus Partners

Founded in 1988, Olympus Partners is a private equity firm focused on providing equity capital for middle market management buyouts and for companies needing capital for expansion. Olympus is an active, long-term investor across a broad range of industries, including restaurants, consumer products, healthcare services, financial services and business services.



About CHILDS Advisory Partners

CHILDS Advisory Partners provides investment banking services to middle market business services, healthcare and technology companies. CHILDS’ combination of sector focus, process excellence and a deep, experienced team drives the delivery of superior client outcomes. With over 45 professionals, CHILDS is one of the fastest growing M&A advisors in the U.S. and was named the “2016 Boutique Investment Bank of the Year” by The M&A Advisor.



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

| | | | | |
|---|--|--|--|--|
| Jim Childs <i>CEO</i> 404-751-3002 jchilds@childsap.com | Alan Bugler <i>Managing Director</i> 404-751-3004 abugler@childsap.com | Steve Dyott <i>Vice President</i> 404-751-3014 sdyott@childsap.com | Robert Womble <i>Associate</i> 404-751-3030 rwomble@childsap.com | Brooks Doyle <i>Analyst</i> 404-751-3046 bdoyle@childsap.com |
|---|--|--|--|--|