

Acquisition Search: Texas-Based Business Process Outsourcing Companies

JumpStart Partners, Inc. has been retained to assist in the acquisition of mid-market business process outsourcing companies in the Texas region.

Preferred Target Acquisition Profile:

Existing business operations (free standing or spin-off divisions) that include:

- Track record of providing quality outsourcing services.
- Stable or growing revenue from a core group of clients.
- Substantial long-term business contracts (>3 years).
- Limited capital expenditures needed for ongoing operations.
- Preferred client base of business-to-business relationships (versus business-to-consumer).
- Owner looking for liquidity.

Primary acquisition goals:

1. Long-term client contracts.
2. Customer relationships.
3. Delivery platform (staff, processes, infrastructure) and corresponding systems.

Supplemental information; acquirer willing to take managed risks on the following:

- Revenue concentration from select clients.
- Management team unwilling to spend substantial time in transition.
- Niche businesses.

Acquirer Profile

The firm making the acquisition is headquartered in Austin, Texas and has a strong management team. Primary clients and contacts are in the technology, energy and banking industries.

Contact Information

For additional information, please contact:

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

