

# CLIENT CASE STUDIES

## PRECISION MONITORING & CONTROL

After building up the company for the past 20 years, owners Ken Cameron and James Young knew it was the ideal time to capitalize on the value of their company, Precision Monitoring & Control, a leader in pile testing. The company had been approached by a number of acquirers, and the owners felt that they would be better served to proactively conduct their sale in order to gain control of the proceedings.

The owners decided to hire BCMS Corporate with instructions to position the company to focus on the opportunity rather than their finances. PMC offered a longstanding reputation of quality services, deep technical knowledge base, high levels of repeat business, wide range of sophisticated equipment, and more.

**BCMS leveraged the interested that PMC had already received in an acquisition and quickly identified and targeted a number of additional prospects to generate a market of interest.**

Ultimately, PMC was purchased by Inspicio, a private equity owned testing and inspection services company. The synergy in this deal stemmed from PMC's capabilities in diagnostic foundation engineering, which were complimentary to Inspicio's Soil Mechanics business and provided opportunities for each business to expand its customer base and cross-sell products.

Mark Silver, CEO of Inspicio said, "After more than 20 years in the business, PMC has built up an enviable reputation in the market and is a valued addition to the Inspicio Environment Division. This is our eighth acquisition this year and clearly demonstrates the support 3i, our major shareholder since February, offers to the Group. The acquisition of PMC will enable us to expand our offerings in the environment market."

### AT A GLANCE

#### THE SELLER

PMC



Established in 1988, PMC is a leading pile testing specialist, operating nationwide in the construction sector.

#### THE BUYER

INSPICIO



Inspicio is a global leader in testing and inspection services for the purpose of international trade. Inspicio was established to acquire and manage organizations in the testing, inspection, and performance conformity markets.

#### CONTACT US

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