

**ELIASSEN GROUP SEEKS MID-ATLANTIC AND NEW YORK METRO AREA  
STAFFING ADD-ON ACQUISITIONS**



**Background:** Eliassen Group is a \$100 million national provider of technology staffing and specialized consulting services headquartered in Wakefield, Massachusetts. With a strong 20 year history, Eliassen Group's Staffing division is a leader in the New England market and has a growing client base in both the New York and Mid-Atlantic markets. Eliassen Group desires to accelerate its growth by acquiring a complementary staffing franchise in either the Mid-Atlantic (including Virginia) or the New York area. Eliassen Group is always looking for good people and seeks a complementary IT staffing company that has a positive culture and that maintains significant direct manager contact in its customer relationships. Ideal candidates have revenues between \$5 and \$40 million, are principally focused on contract IT staffing (vs. solutions or direct hire) and have the majority of their clients in the Mid-Atlantic or New York area.

In May of 2007, Eliassen Group was recapitalized in conjunction with a significant equity investment by Boston-based private equity firm Lineage Capital. Eliassen Group is well capitalized and has access to significant additional resources through Lineage's \$160 million committed equity fund. Lineage's goal is to help accelerate the growth of Eliassen Group's staffing business unit by facilitating strategic acquisitions. Eliassen Group has a track record of success in integrating acquisitions and has completed two strategic purchases prior to Lineage's involvement.

**Acquisition Criteria:** Eliassen Group's Staffing division is looking to acquire staffing firms that meet the following criteria:

- Location: based in 1) the Mid-Atlantic, including Virginia, DC, Maryland or Delaware or 2) New York metro, including southwestern Connecticut, New Jersey, eastern Pennsylvania, New York City or southern New York.
- Clients: majority also based in the locations above (rather than long-line) – firm has significant direct manager contact.
- Business lines: principally staffing, rather than solutions or direct hire.
- Size: \$5 to \$40 million in revenues.

**Eliassen Group and Lineage are aggressively seeking add-on acquisitions and will willingly pay customary finders fees to intermediaries.**

**Contact:** Please contact Erik Dykema at Lineage Capital with potential acquisition candidates for consideration. He can be reached directly at 617-778-0665 or [erik@lineagecap.com](mailto:erik@lineagecap.com).