

DATE

March 30, 2021

SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



David Dolan

Managing Director



Edward Nie

Director

DC Advisory advises Registry Monitoring Insurance Services (RMIS) on its sale to Truckstop.com



Background

- DC Advisory (DC) advised Registry Monitoring Insurance Services (RMIS) – a leading provider of supply chain compliance technology in North America, on its sale to Truckstop.com – one of the largest SaaS freight matching marketplaces in North America
- RMIS provides workflow automation solutions for real-time validation and risk monitoring of carriers / vendors for brokers / 3PLs, shippers and property management companies
- RMIS serves hundreds of the largest 3PLs and brokers with connectivity to over one hundred thousand carriers and owner-operators
- RMIS' market-leading position, trusted relationships with customers, and growth profile made it highly attractive to buyers

Process

- DC was selected because of its long-standing transportation, supply chain and logistics tech experience, deep sector knowledge and close-knit relationships with the most relevant buyers
- DC worked with founders to design a tailored process that focused on engaging with strategic buyers who expressed serious inbound interest, allowing the team to negotiate preemptive offers and close the transaction expeditiously ahead of a formal process

Outcome

- Truckstop.com acquired RMIS in March 2021
- Truckstop.com acquired RMIS for its best-in-class carrier onboarding and insurance solution
- RMIS' product suite, combined with Truckstop's SaferWatch compliance solution, will provide compliance-as-a-service (CaaS) to the freight world and further Truckstop.com's commitment to help customers manage the entire freight lifecycle

“Dave Dolan, Eddie Nie and the DC Advisory team have been invaluable throughout the transaction process. Along with strong execution capabilities, the team produced a fantastic outcome for us in choosing the best partner for our next stage of growth.”

Hayden Landon
Founder & CEO, RMIS

“It was a pleasure to work with Hayden and the RMIS team. They have built a market-leading SaaS business that will continue to flourish under Truckstop.com's ownership. This successful transaction represents our sixth deal in the last 12 months, and further enhances our Transportation, Logistics and Supply Chain Tech franchise.”

David Dolan
Managing Director, DC Advisory