

DATE

October 04, 2022

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Michael Kremen
Director

DC Advisory advised Health & Safety Institute on its acquisition of SafetySkills



Waud Capital



Background

- Headquartered in Frisco, Texas, Health & Safety Institute (HSI) is a leading environmental, health and safety (EHS) software, compliance and training platform
- HSI offers a comprehensive range of EHSQ software solutions and related services, including workplace safety and skills compliance tracking and training, chemical and safety data sheet management, incident and hazard tracking, CPR/AED training and certification, and soft skills (DEI, leadership) continuing education
- HSI has been majority-owned by Waud Capital Partners (Waud) - a growth-oriented private equity firm - since September 2019

- Serving over 2,000 customers, Safety Skills offers an EHS platform to deliver training, manage enterprise risk and maintain ongoing compliance

Process

- DC Advisory (DC) was engaged by HSI and Waud to provide buy-side advice and assist in the evaluation of SafetySkills due to its expertise in the EHS and education sectors
- DC worked with HSI and Waud to assess the M&A landscape within the EHS ecosystem, evaluate future strategic opportunities and share perspectives on potential acquisition targets for HSI

Outcome

- HSI completed the acquisition of SafetySkills in September 2022
- The acquisition of SafetySkills expands HSI's catalog of unique online courseware and will allow SafetySkills customers access to a broader set of workplace safety and soft skills training via the HSI content library, as well as the capabilities of HSI's EHSQ software tools
- This transaction adds to DC's extensive experience and strong track record in the environment, health & safety sub-sector