

DATE

June 06, 2018

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Michael Kremen
Director



Edward Nie
Director

DC Advisory advised Registrar Corp on its sale to Bertram Capital



DC Advisory, a leading investment banking firm, advised Registrar Corp in its acquisition by Bertram Capital.

Registrar Corp (“Registrar”) is a leading provider of mission-critical U.S. Food and Drug Administration (FDA) regulatory compliance and supply chain assurance solutions for manufacturers, exporters, importers, distributors and retailers required to comply with the Bioterrorism Act of 2002 and the Food Safety Modernization Act (FSMA) of 2011. After more than 15 years of successful growth, Registrar engaged DC Advisory to explore financial and strategic alternatives that could assist its founders in expanding Registrar’s technology solutions, accelerating growth and delivering greater value to customers.

DC Advisory worked closely with Registrar and Bertram Capital to close the transaction within two weeks of executing a letter of intent.

DC Advisory’s Environment, Health & Safety (EHS) practice strives to be the advisor of choice for companies providing workplace, environmental, product and food-related safety and compliance solutions globally. This is the second deal in the sector closed by the EHS team in the first half of 2018.

The DC Advisory team organized and managed a vigorous marketing process, which leveraged both their deep industry knowledge as well as relationships with potential partners to bring the best possible parties to the table. Their hard work, professionalism and tenacity ultimately delivered a tremendous outcome for shareholders, and we could not be more thrilled with our company’s new partner.

David Lennarz
Co-Founder of Registrar

DC Advisory's proactive process management and transparent guidance enabled us to quickly answer our most critical diligence questions, develop the necessary conviction that Bertram was the right partner for Registrar at this time, and ultimately close the transaction in a very timely manner.

Tom Beerle
Principal for Bertram Capital, who will be joining Registrar's Board of Directors