

DATE

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SECTORS

Technology & Software

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Matt Fiore

Managing Director

DC Advisory advised RCG Staffing on its sale to Stefanini IT Solutions



Following recent U.S. acquisitions of TechTeam Global and Code X, Inc., Stefanini (<http://www.stefanini.com>), a global IT infrastructure outsourcing, application development, and IT strategic staffing company, continues its North American expansion by acquiring RCG Staffing, the IT recruiting and staffing division of the RCG Global Services, Inc. Founded in 1974, RCG has established a solid reputation with its strategic IT staffing division. Following an offshore recruiting model, they operate on a highly efficient, cost-effective and differentiated platform operating in the Philippines with additional offices in the U.S.

The acquisition of RCG Staffing will strengthen Stefanini's recruiting capability by adding a second offshore recruiting center in the Asia-Pacific region. Stefanini has an established recruiting presence in India that will be complemented by the RCG center in the Philippines. The Philippines is also home to one of Stefanini's largest off shore service delivery centers.

With the RCG acquisition, Stefanini will gain a direct presence to additional U.S. geographies, especially in the northeast and southern states. To address customer need in local markets, Stefanini will maintain offices in key RCG locations including Houston, TX, and Philadelphia, PA.

Serving a complementary set of clients across all industries, the acquisition will provide great synergy between the sales organizations. The acquisition is expected to fuel expansion of established accounts and generate new marketplace opportunities, not only in strategic staffing but also in IT infrastructure outsourcing and application development services.

"The acquisition of RCG Staffing strengthens our recruiting capabilities, enabling us to provide the highest quality resources in the timeliest manner for our clients. It underscores Stefanini's commitment to service excellence, demonstrating our ability to be responsive

and agile in meeting ever-changing client needs and the global IT business climate,” says Antonio Moreira, Stefanini CEO of North America & Asia Pacific.

DC Advisory US initiated this transaction and acted as sole financial advisor to RCG Global Services on its divestiture.