

DATE

August 18, 2012

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Scott Wieler
CEO



Michael Kremen
Director

DC Advisory advised The Riverside Company on the sale of Health & Safety Institute

DC Advisory* acted as exclusive financial advisor to The Riverside Company (Riverside) in the recent sale of Health & Safety Institute (HSI), an Oregon-based provider of emergency care training and certification.

HSI offers a comprehensive, award-winning portfolio of learning solutions and management services that reduce the complex training, compliance and monitoring burdens facing corporations. The company develops and markets its proprietary content, services and technologies directly to a customer base consisting of Fortune 1000 corporations, public safety agencies, health service providers, a market of over 100,000 independent training centers in North America and numerous customers internationally.

Riverside's initial investment in the HSI platform was made in 2006 when it acquired American Safety & Health Institute. Riverside grew HSI both organically and through three add-on acquisitions, including Medic First Aid International in 2006, 24-7 EMS in 2008 and EMP Canada Services in 2010. Riverside grew the business organically largely through operating improvements and building the HSI brand and suite of products and services. During its hold period, Riverside successfully increased revenues and EBITDA by approximately 25% and 125%, respectively.

*[*Find out more about DC Advisory >](#)*