

Financial Services Deals for October 2020

Company Name	Description	Deal Synopsis
121 Benefits	Provider of employee benefit and insurance brokerage services based in Minneapolis, Minnesota. The company provides flexible spending accounts, health reimbursement arrangements, health savings accounts, voluntary employees' beneficiary association, qualified transportation plans, employee wellness benefits accounts, affordable care act reporting, defined contribution plans and continuation services of the cobra, retiree billing and leave of absence billing.	The company was acquired by Benefit Resource, via its financial sponsors CIP Capital and Parkpoint Company, through an LBO on October 1, 2020 for an undisclosed sum.
Advanced Market Sales	Operator of an insurance marketing organization. The company provides solutions for helping consumers with their retirement income planning needs, to agents across the country.	The company was acquired by Integrity Marketing Group, via its financial sponsors Harvest Partners and HGGC, through an LBO on October 14, 2020, for an undisclosed sum.
Allsouth Professional Liability	Provider of insurance brokerage services based in Saint Petersburg, Florida. The company specializes in underwriting and brokering all lines of professional liability insurance in the southeastern United States.	The company was acquired by DOXA Insurance Holdings through an LBO on October 8, 2020 for an undisclosed sum.
AMS Professional Liability	Provider of wholesale brokerage and program administration services. The company provides professional liability policies for the legal, architectural and management sectors and offers its carriers with product distribution, technology, underwriting expertise and in-depth knowledge of the product.	The company was acquired by DOXA Insurance Holdings through an LBO on October 8, 2020 for an undisclosed sum.
Bernstein Insurance	Operator of a company in the insurance sector based in Odenton, Maryland. The company provides personal and commercial insurance solutions, including home, auto, life and business.	The company was acquired by Hub International, via its financial sponsors AlInvest Partners, Altas Partners, HarbourVest Partners and Hellman & Friedman, through an LBO on October 7, 2020 for an undisclosed sum.
Brisky & Perez Insurance Agency	Operator of an insurance agency. The company provides services in the areas of business insurance, personal insurance, life insurance, group insurance and property insurance services.	The company was acquired by HIG Holdings, via its financial sponsor Stone Point Capital through an LBO on October 27, 2020 for an undisclosed sum.

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CodeBlue Claims	Provider of water claims management services based in Springfield, Ohio. The company's services include handling policyholder's issues for carriers by creating custom programs, providing great policyholder experiences.	The company was acquired by Madsky, via its financial sponsor Aquiline Capital Partners, through an LBO on October 8, 2020 for an undisclosed sum.
Gordon Atlantic Insurance	Operator of a full-service independent insurance agency based in Norwell, Massachusetts. The company works with clients to meet personal and business insurance needs and has helped clients by creating custom insurance programs that provide both clarity and coverage.	The company was acquired by Alera Group, via its financial sponsors Genstar Capital and The Carlyle Group, through an LBO on October 1, 2020 for an undisclosed sum.
Hampton Insurance Agency	Provider of insurance services. The company offers property & casualty insurance serving personal and commercial clients specializing in the transportation industry.	The company was acquired by World Insurance Associates, via its financial sponsor Charlesbank Capital Partners, through an LBO on October 1, 2020 for an undisclosed sum.
Hunt Jorgensen	Provider of professional liability insurance and related risk management services based in Maywood, New Jersey. The company is a managing general underwriter providing professional liability insurance for accountants, attorneys, consultants, investment advisers, and directors and officers insurance.	The company was acquired by Worldwide Facilities, via its financial sponsor Genstar Capital, through an LBO on October 1, 2020 for an undisclosed sum.
Insurance Specialty Group	Provider of insurance products intended to cover construction risks of real estate developers. The company's insurance product covers owners and builders from damages to a structure while it is under construction and in case of losses compensates the policy holder with materials, permanent fixtures or the building itself.	The company was acquired by NFP, via its financial sponsors HPS Investment Partners, Madison Dearborn Partners and Stone Point Capital, through an LBO on October 13, 2020 for an undisclosed sum.
LaRocca & Associates	Provider of insurance brokerage and risk management services. The company focus on employee benefits, property and casualty, health and welfare benefit insurance services serving businesses in a wide variety of industries, from manufacturing to service and hospitality, educational facilities, and municipalities and non-profit organizations.	The company was acquired by Risk Strategies Company, via its financial sponsors HarbourVest Partners and Kelso Private Equity, through an LBO on October 27, 2020 for an undisclosed sum.

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Lucht Insurance	Provider of insurance brokerage services. The company provides employee benefits, comprehensive consulting, insurance brokerage, and individual health solutions including life and health insurance to companies and individuals throughout eastern Oklahoma.	The company was acquired by Relation Insurance Services, via its financial sponsor Aquiline Capital Partners, through an LBO on October 13, 2020 for an undisclosed sum.
McDowall and Keeney Insurance Associates	Operator of an insurance agency located in Sacramento, California. The company offers a range of insurance products and services ranging from auto insurance, homeowners insurance, renters insurance, life and health insurance and more.	The company was acquired by Inszone Insurance, via its financial sponsor BHMS Investments, through an LBO on October 6, 2020 for an undisclosed sum.
MLF Financial Group	Provider of financial and life settlements services based in Bethesda, Maryland. The company offers a range of services including actuarial analysis, distressed asset value recovery, liquidity and risk analysis, legal and litigation support, product development, and transaction structuring and advisory support to its clients, thereby helping institutional investors succeed with life insurance linked assets.	The company was acquired by ITM TwentyFirst, via its financial sponsors BV Investment Partners and Stone Point Capital, through an LBO on October 5, 2020 for an undisclosed sum.
Mortgage Contracting Services	Provider of critical and specialized outsourced processes intended for property mortgage services across the mortgage life cycle. The company's critical and specialized outsourced processes for mortgage services focus on delivering field services such as inspections and property preservation for mortgages in default and real estate owned properties as well as valuation enabling its clients with its technology platform providing immediate access to field service history, cost estimators and extensive photo documentation of all services completed.	The company was acquired by Littlejohn & Co, Neuberger Berman Alternatives Advisers, Lynstone SSF Holdings and Crescent Capital Group through an LBO on October 5, 2020 for an undisclosed sum. As a part of the transaction, the company was recapitalized.
Personal Financial Advisors	Operator of a wealth management firm located in Covington, Louisiana. The company offers full-service financial planning and investment management services to their mass affluent and high net worth (HNW) clientele.	The company was acquired by Mercer Advisors, via its financial sponsors Genstar Capital and Oak Hill Capital, through an LBO on October 8, 2020 for an undisclosed sum.

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Solupay	Provider of electronic payment processing technology products and services. The company offers point-to-point encryption (P2PE), tokenization and customizable hosted payment page technologies, enabling businesses to increase revenue and drive incremental sales while ensuring that their operations are more efficient and secure.	The company was acquired by VersaPay, via its financial sponsor Great Hill Partners, through an LBO on October 20, 2020 for an undisclosed sum. With the addition of the company, Versapay expands its capabilities to provide order-to-cash solutions that drive integrated payments, AR automation and customer-centric AR for mid-market and enterprise organizations.
The Assurance Group	Provider of insurance and financial products and services to agents and their clients. The company is an insurance marketing organization that supports the retirement needs of its clients with Medicare, life and annuity products.	The company was acquired by Integrity Marketing Group, via its financial sponsors HGGC and Harvest Partners, through an LBO on October 7, 2020 for an undisclosed sum.
US HealthConnect	Operator of a holding company providing education through a digital platform for healthcare providers. The company focuses on diversified areas such as oncology, cardiology and women's health using its unique, data-driven strategic and consultative approach to help pharmaceutical clients meet the information needs of healthcare providers.	The company was acquired by Morgan Stanley Capital Partners through an LBO on October 29, 2020 for an undisclosed sum.