

**Relay Fire & Safety, a regionally focused fire and life safety platform, is seeking acquisitions in the Northeast and Mid-Atlantic region. Relay has retained Copper Run to identify acquisition opportunities.**

## ACQUISITION BENEFITS

- Flexibility for owner on post-deal role
- Opportunity for owner to rollover equity
- Recruiting, training, and employee development
- Competitive wages and benefits
- Accounting and human resources support
- Technology implementation and expansion
- Sales and marketing expansion
- Tools, trucks, and equipment

## ACQUISITION CRITERIA

**Revenue:** Greater than \$1 million

**Services:** Inspection, installation, service, monitoring, etc.

**Products:** Sprinkler, alarms, extinguishers, suppression, etc.

## RELAY FIRE & SAFETY: PLATFORM OVERVIEW

Region: Northeast & Mid-Atlantic

Acquisitions: 3

Employees (approx.): 130

### LEADERSHIP

Relay Fire & Safety is led by CEO Chris Horan, a veteran of the fire and life safety industry. Chris previously served as COO for Unlimited Technology and Northeast General Manager for Convergent Technologies, the largest private-equity backed security systems integration company in the world.

### THE RIVERSIDE COMPANY

Riverside is a leading investor in the fire & life safety industry, having invested in over 35 fire & life safety businesses since 2018, across three separate regional platforms: Relay, CertaSite (Midwest), and Performance Systems Integration (Northwest).

Riverside helps new acquisitions succeed by investing in sales & marketing, providing centralized support for administrative functions, and utilizing best practices from dozens of previous successful acquisitions.

## RECENT ACQUISITIONS



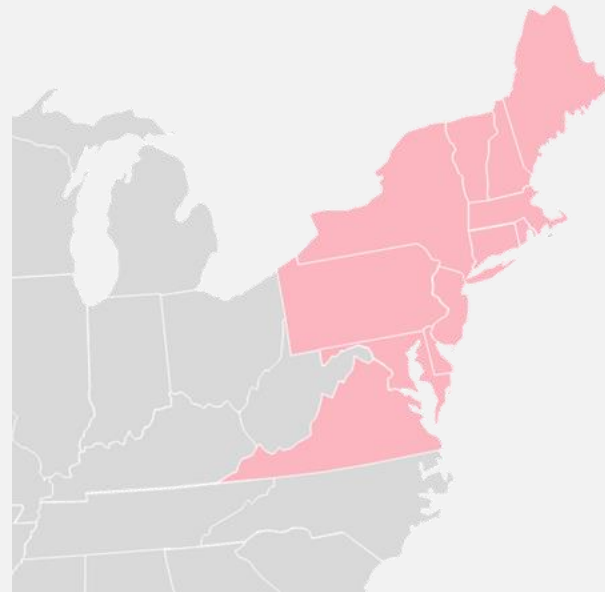
Quincy, MA  
Winter 2022



Baltimore, MD  
Spring 2023



Massapequa, NY  
Winter 2023



To learn more about Relay Fire & Safety's acquisition strategy, please reach out to any of the Copper Run professionals listed below. All conversations will be held in the strictest of confidence.



**Ryan Wilson**  
Vice President

**E:** [rwilson@copperruncap.com](mailto:rwilson@copperruncap.com)  
**P:** (614) 888-1786

**Joe Shepherd**  
Analyst

**E:** [jshpherd@copperruncap.com](mailto:jshpherd@copperruncap.com)  
**P:** (614) 888-1786

**Grant Kirby**  
Analyst

**E:** [gkirby@copperruncap.com](mailto:gkirby@copperruncap.com)  
**P:** (614) 888-1786