



DEAL ANNOUNCEMENT

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ArkMalibu Advises Best Automatic Sprinkler Corp. in Its Sale to Guardian Fire Services

ArkMalibu was proud to have served as the exclusive financial advisor to Best Automatic Sprinkler Corp. in its sale to Guardian Fire Services, a national fire sprinkler services platform backed by Investcorp. Terms of the deal were not disclosed.

Founded in 1984 by Jim Bopp Jr., Best Automatic Sprinkler built its reputation over four decades on white-glove service in a market that demands reliability. Operating throughout the greater Boston area, the company provides fire sprinkler inspection, testing, maintenance, and system installation to higher education, healthcare, commercial, and industrial customers.

Guardian Fire Services is a leading national fire protection solutions provider who owns and operates industry-leading companies under one trusted name, ensuring expert fire protection solutions for businesses across the US.

The fire sprinkler industry is one of the most active M&A markets in the industrial services space driven by long-term tailwinds in fire and life safety and outdated fire sprinkler infrastructure across the country. Private equity firms are giving business owners in this industry unsolicited offers with increasing frequency.

Best Automatic Sprinkler Corp. sought an advocate who understood what was at stake and how to navigate a fast-moving market. In consolidating industries, owners who accept the first offer rarely know what they left on the table. ArkMalibu's process changes that dynamic. By running a disciplined, competitive sale process and bringing multiple qualified buyers to the table, we uncovered the full market value of what Best Automatic Sprinkler Corp. had built.

For business owners in fire protection, industrial services, and facility services, this transaction shows what running a full process, instead of taking one buyer's opening bid, can mean for the final outcome

ArkMalibu's sell-side only position, expertise, and process are designed to bring in the right buyers, build competition, and effectively communicate the true worth of the business..



Considering a sale? ArkMalibu is the investment bank for business owners. Our sell-side expertise, sector focus, and customized process are built to maximize value and find the right fit.

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