



Deloitte Corporate Finance LLC

Deloitte Corporate Finance LLC advised FMS Solutions on its investment partnership with New Heritage Capital

[Deloitte Corporate Finance LLC](#) (DCF) advised Fort Lauderdale-based [FMS Solutions \(FMS or the Company\)](#), a leading provider of SaaS-based business process outsourcing (BPO) services to independent grocers and other multi-unit retailers, on its investment partnership with [New Heritage Capital](#), a Boston-based private equity firm with a 20-year history of partnering with growing, middle market, founder-owned businesses.

Since 1974, FMS has provided comprehensive BPO services to independent grocers across the US, Canada, and Caribbean. FMS's comprehensive range of accounting and payroll solutions help enable its 5,000+ retailer customers to run more efficient operations and make informed strategic decisions on a daily basis.

"Working with the DCF team allowed FMS to find the right partner for growth. The DCF team arranged for multiple investors that fit with our goals, allowing the FMS team to zero in on the right company that matched our goals and culture. The DCF team listened to our requirements for an investor and by presenting multiple groups allowed FMS to find the perfect fit with New Heritage Capital." said Robert Graybill, CEO of FMS.

"It was wonderful to see the demand to partner with FMS remain strong through a global pandemic, primarily due to the company's leadership, customer retention, and end market tailwinds. New Heritage Capital emerged as a strong partner for FMS as it pursues its growth initiatives. We are so proud of the FMS team both personally and professionally. It was a privilege for us to serve them on this and we look forward to the continued impact they will have on the market." said Byron Nelson, managing director, Deloitte Corporate Finance LLC.

"The FMS team displayed leadership and poise through a complex and delicate period. Their customer-first approach and depth and breadth of knowledge in the independent grocer market positioned the management team and business to attract significant investor interest. We're excited to watch the FMS and New Heritage Capital teams forge their partnership through a mutual excitement about



FMS Solutions Holdings, LLC
has completed a majority
recapitalization with



New Heritage Capital

The undersigned acted as exclusive financial advisor
to FMS Solutions Holdings, LLC



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the future of technology-enabled outsourcing.” said Michael Hakim, managing director, Deloitte Corporate Finance LLC.

For more information, please contact:

Phil Colaco

Managing Director
Deloitte Corporate Finance
LLC
+704.333.0533

Byron Nelson

Managing Director
Deloitte Corporate Finance
LLC
+469.417.2462

Michael Hakim

Managing Director
Deloitte Corporate Finance LLC
+213.593.4545

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