



## DEAL SNAPSHOT

## Delivering Solutions For our client

**Heritage Capital Group** is pleased to announce that its client, **iVenture Solutions**, has successfully acquired **Gwanda**, an IT solutions provider. The acquisition of Gwanda represents another milestone in iVenture's growth strategy, which includes expanding its service offerings and geographic footprint.

**iVenture Solutions** is a managed service provider, founded in Jacksonville, Florida in 2000. The firm expanded to Orlando in 2008, Tampa in 2015, and currently provides coverage for clients across Florida. iVenture's dedicated team structure balances technical depth and availability with a personal touch to eliminate IT stressors from its clients' day-to-day operations. The result is an exceptional experience that is based on the client's needs and requirements.

Based in St. Augustine, Florida, **Gwanda** was established in 2004 as an innovative technology services company. The company is a full-service integrator, and specializes in network design, installation, maintenance, and administration for small to mid-sized businesses in North Florida.

Heritage served as the exclusive financial advisor and intermediary to iVenture. The deal team included **Bill Sorenson, Don Wiggins, and Robert Cilek**.

The terms of the transaction were not disclosed.

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*We're excited about the growth prospects for this acquisition for both our new and future St. Augustine clients, as well as our new members of the iVenture family. Gwanda has a reputation in the area as a leading IT solutions provider, which we will foster, enabling iVenture to continue its growth strategy in the Southeast.”*

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**Alan Schwartz**  
President of iVenture Solutions

## HERITAGE CAPITAL GROUP

With over 45 years of experience in M&A transactions, Heritage Capital Group was able to maximize the deal's value through meticulous acquisition process management. Heritage acted as sole advisor to the buyer in deal preparation, the approach and negotiations with potential sellers.

## EXPERIENCE. EXPERTISE. RESULTS.

**Heritage Capital Group** is a highly respected and trusted investment banking and advisory firm with local and global reach. For more than 45 years, we have provided transactional and advisory expertise across key industries to our clients.

We work to ensure that your many years of hard work and vision come to fruition. Our team of experts can help guide you through a wide range of scenarios including:

- Selling a company
- Buying a company
- Mergers
- Divestiture of corporate assets or divisions
- Raising debt or equity
- Exit planning
- Value enhancement
- Process improvement
- Restructuring or reorganizing

With our extensive industry and deal experience, we can work with you to help build and maximize your transaction value. You will benefit from the global resources Heritage provides through our leadership position in Oaklins, an international organization focused on the middle market with offices worldwide. With these resources, Heritage is able to leverage global contacts, industry expertise, and transaction experience to achieve exceptional results for you. We offer complete discretion and skilled and methodical negotiations to give you the competitive edge that is essential in today's highly competitive business environment.

## DEAL TEAM

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Heritage Capital Group is a merger and acquisition advisory firm with offices in Jacksonville, Florida and Savannah, Georgia. Heritage is a member of FINRA/SIPC and Oaklins, the world's most experienced midmarket M&A advisor, with 850 professionals globally and dedicated industry teams in 45 countries worldwide.