



DEAL SNAPSHOT

Providing Expert Guidance For Our Client

Heritage Capital Group, an investment banking and financial advisory firm serving middle-market and emerging growth companies in the U.S. and worldwide, is pleased to announce that its client, **MDM Commercial Enterprises**, has been acquired by **Exertis Almo**, a wholly owned subsidiary of **DCC Technology**. The acquisition, which closed in April 2024, was the fourth international transaction that Heritage closed within a five week period.

Founded in 1990, **MDM** is the largest dealer of LG commercial products in the U.S. and specializes in providing B2B technology solutions to lodging, healthcare, and other commercial facilities. With three decades of experience and strong relationships, MDM offers competitive pricing, top-notch customer service, and seamless project support. Its inventory includes healthcare and hospitality products, supported by consulting, installation, and customer support, along with flexible payment options and lease agreements.

DCC is one of the world's leading technology distributors of consumer, business, and enterprise products from pioneering technology brands, playing an integral role in supplying the world with cutting-edge tech. For over 40 years, DCC has distributed everything from AV solutions to AI-powered smart-tech. Its parent company, is headquartered in Ireland and is a leading international sales, marketing, and support services group, supplying products and services used by millions of people everyday.

The deal team included **Joe Hawkins, Don Wiggins, Howard Serkin,** and **Robert Cilek**. The terms of the transaction were not disclosed.



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I want to thank Heritage for their expert guidance and professionalism throughout this process. The deal team's meticulous level of detail and negotiation prowess were impressive. I recommend them without hesitation. It has been a tremendous journey to build MDM side-by-side with a talented team into a leader in hospitality and healthcare for 34 years. I also want to thank the Exertis Almo and DCC plc executive teams. I am excited to see how the addition of MDM to the Exertis Almo and DCC group will help provide an even more exceptional level of service to the hospitality and healthcare industries.

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Steve Austin
CEO & Founder

HERITAGE CAPITAL GROUP

With over 48 years experience in M&A transactions, Heritage Capital Group was able to maximize the value of the deal through meticulous management of the acquisition process. Heritage acted as sole advisor to the seller in the preparation of the sale process and due diligence, the approach and negotiations with potential buyers.

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 48 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.

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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.