



# Reynolda

EQUITY PARTNERS

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Reynolda Equity Partners ("REP") is excited to announce its acquisition of Analytical Technologies Group ("ATG"). Based in Waterford, CT, ATG ([www.atgservice.com](http://www.atgservice.com)) provides service, maintenance and repair for biopharmaceutical laboratory instruments utilized primarily in pharmaceutical, biotech and university laboratories. ATG services a variety of devices playing a critical role in the development of biologic treatments, with a focus on fast protein liquid chromatography ("FPLC") instruments, microplate readers and microplate washers. ATG and its subsidiary Boston Laboratory Equipment ([www.bostonlabco.com](http://www.bostonlabco.com)) also supply a diverse array of high quality refurbished laboratory equipment and instruments.

ATG reflects the characteristics and values of an REP platform, including a compelling recurring service, an attractive and growing end market, and significant potential for further expansion. ATG has achieved an impressive track record of consistent growth and presents multiple levers for continued success through both organic and acquisitive initiatives. Previous REP Operating Partner Marcus J. Mollmann assumed the role of CEO at close of the transaction.

REP partnered with Marcus in early 2021 to evaluate and provide strategic guidance to REP's investment opportunities primarily in the outsourced equipment / facility services and tech-enabled services sectors. "ATG's core competitive advantage is the deep expertise of our service engineers," said Mollmann. "With REP's investment, we can further differentiate ATG's capabilities to deliver best-in-class service to customers across North America." "We look forward to working alongside Marcus to grow ATG moving forward," said Marshall White. "We collectively identified ATG as a natural opportunity for Marcus as CEO given his experience and ATG's previous owners intention to transition out of the business."

Ken Clark added, "Marcus was heavily engaged alongside REP in the diligence process and will be an ideal leader to continue building on ATG's best-in-class reputation and service capabilities." REP's investment will enable ATG to expand employee development opportunities, build the ATG team and invest in systems that will propel the business forward. ATG will actively target add-on opportunities in strategic geographic regions and product adjacencies. The REP deal team consisted of Marshall White, Whit Edwards, Ken Clark and Cam Mulhall.