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HAS ACQUIRED



September 5, 2023 -- Analytical Technologies Group, LLC ("ATG"), a portfolio company of Reynolda Equity Partners, is pleased to announce it has completed the acquisition of Technical Alternatives ("TA"), a provider of laboratory equipment repairs, preventative maintenance, replacement parts, and calibrations. The acquisition was made in partnership with founders David Westfall and Kirby Barnes.

Founded in 1995 and based in Ann Arbor, MI, Technical Alternatives specializes in centrifugation equipment, with a specialization in centrifuges, incubators, and shakers ("CIS"). The founders bring over 40 years of equipment service expertise with entrenched relationships with customers they have served throughout the course of their careers.

Marcus Mollmann, CEO of ATG, said, "We are excited to add Technical Alternatives to the ATG platform. TA's domain expertise in centrifuges and incubator shakers will be a strategic add and we look forward to working alongside the TA team to expand the combined business. This acquisition will enable ATG to expand our service expertise and geographic reach to service more of customers' laboratory instruments, which are critical to biopharmaceutical research and development."

David Westfall, Founder of Technical Alternatives added "The ATG team shares our core values and has built a great reputation of timely service and technical aptitude. The organization is a natural fit for our team and customers, and we look forward to further serving our clients and the next stage of growth as part of the ATG team."

TA represents ATG's third acquisition under Reynolda's ownership. ATG specializes in the service and repair of pharmaceutical laboratory equipment with expertise in FPLC systems, microplate readers and washers. ATG provides a full suite of services for laboratory instruments, including full coverage service contracts, preventative maintenance and calibration, installation and operational qualification, and complex diagnosis and repair. ATG serves a diverse base of customers, including blue chip pharmaceutical companies, biotech firms and academic research institutions. Based in Waterford, CT, ATG employs a multinational network of field service engineers in prominent life sciences markets throughout the United States and the United Kingdom.

TA offers full-service contracts, preventative maintenance, and T&M repairs similar to ATG. The acquisition of TA allows ATG to expand its service offerings in CIS, which are essential to supporting bioprocessing workflows biopharmaceutical research and development and are found in many of ATG's existing customers' research labs. Adding TA to the ATG platform also provides a stronger presence in the Midwest and meaningful cross-sell opportunities as the combined company better serves its customer base.

Marshall White, Ken Clark and Cam Mulhall lead the ATG deal team for Reynolda Equity Partners.