

VSS Capital Partners Backs The HFW Companies To Grow Its Platform In The Architecture, Engineering And Construction Services Markets.

November 9, 2021

VSS Capital Partners (“VSS”), a private investment firm investing in the healthcare, information, business services and education industries, today announced its partnership with The HFW Companies (“HFW” or the “Company”), a newly formed platform and partnership focused on investing in architecture, engineering, and construction (“AEC”) services firms. Concurrently, HFW is pleased to introduce its first member firm – Miller Legg, an award-winning multi-disciplinary engineering and consulting firm based in Fort Lauderdale, Fla. Financial terms of the transactions were not disclosed.

Headquartered in St. Louis, Missouri, HFW is led by an executive team of three industry veterans who have experience in AEC services including prior operating, investment, and leadership experience. Recognizing the high degree of fragmentation in the industry, the team set up HFW to execute a buy-and-build strategy focused on AEC firms who are interested in transitioning partial ownership of their businesses. HFW will serve as an integral partner to any AEC firm that joins its platform to ensure its successful continuity, preservation of equity ownership, current brand identity and operational independence.

“We are very impressed by the experienced leadership team of HFW, who brings deep strategic insight, business acumen and decades of operational experience, coupled with a powerful business model that is simple, innovative and non-disruptive,” said Jeffrey Stevenson, Managing Partner of VSS. “We are excited to provide HFW with VSS’ flexible capital solutions to support their next chapter of growth. We believe there is a great opportunity for them to share and implement best practices for the benefit of all its member firms.”

“In VSS, we have found a partner who brings the credentials, acquisition experience, industry know-how and familiarity with the operations of lower mid-market businesses,” said Michael Hein, CEO of HFW. “Our goal is to develop HFW into an organization with an exceptional ‘House of Brands’ that provides our member firms with the resources, benefits of scale, added depth of human resources and subject matter experts to create new growth opportunities for their businesses and employees.”

Link to original press release:

<https://www.vss.com/vss-capital-partners-backs-the-hfw-companies-to-grow-its-platform-in-the-architecture-engineering-and-construction-services-markets/>