

Datascan Case Study

Company Description

- Datascan, based in Carrollton, Texas, is one of the world's largest inventory self-scanning companies
- Founded in 1970, Datascan serves many of the largest, best-known retailers in the world by providing the most accurate, efficient, and cost effective inventory counting systems
- The Company's scanning systems provide client specific training, a technologically advanced fleet of scanning equipment, customized software and real time reporting and analytics



Seller Objectives

- Entrepreneur / founder sought partner to provide growth capital for investments in staff, technology and expansion of the Company's fleet of scanning equipment in addition to shareholder liquidity
- Focused on financial partners who could facilitate the firm's aggressive growth trajectory while preserving the unique culture of the firm
- Important criteria included prior experience successfully partnering with entrepreneurially-owned companies, and access to resources in accounting, finance, operations, marketing and strategy

Chartwell Solutions

- Closed the transaction on the terms we committed to early in the process, on the timeline we targeted, and in a manner that achieved considerable liquidity for the owners while enabling them to remain significantly invested in the business
- Worked closely with management to develop ownership participation structure and incentive program
- Utilizing our network of operating partners, industry consultants and managers to help develop and implement transition plan and growth strategy

