

CAPSTREET NEWS

February 16, 2016

Keais Records Service Completes First Acquisition

Keais Records Service, LLC (“Keais”), a portfolio company of The CapStreet Group, announced today it has completed the acquisition of LegalPartners LP (“LegalPartners”), a Houston-based provider of document retrieval and court reporting services.

Founded in 1975 and headquartered in Houston, Keais is a national provider of outsourced document retrieval services. Keais’ services are primarily used by insurance carriers and law firms who must retrieve medical records and other supporting documents to verify claim benefits or as supporting evidence in various legal processes.

“We are excited to join the Keais team,” said Tony Maddocks, CEO, LegalPartners. “Keais has built an industry-leading platform in the document retrieval market, and we believe our customers will benefit from Keais’ national presence and leading technology. This partnership is a great outcome for our employees, customers and shareholders, and we look forward to our future as part of the Keais organization.”

LegalPartners provides subpoena, records retrieval and document management services to insurance companies, law firms and third-party administrators.

“LegalPartners was a natural fit for Keais,” commented Newton Ross, CEO of Keais. “The acquisition will broaden our insurance and law firm customer base, while also enhancing our third party administrator vertical. As part of our growth strategy, we will continue to look for other opportunities for consolidation in the document retrieval and related markets.”

“This acquisition is an important and exciting first step in the Keais growth story,” said Neil Kallmeyer, managing partner, CapStreet. “LegalPartners represents the first of many acquisitions we plan to make as we execute on Keais’ buy and build strategy.”

Tom Caughlin, principal at CapStreet, added, “We see a tremendous growth opportunity for Keais in both the document retrieval market and in other related outsourced services. Newton and his team have built a strong national platform, and we look forward to working with them during their next phase of growth.”

ABOUT US

The CapStreet Group is a Houston-based private equity firm founded in 1990 that invests in owner managed, lower middle market companies headquartered in Texas and surrounding states, with a particular emphasis on companies headquartered in the greater Houston area. CapStreet targets companies operating in the industrial distribution, industrial manufacturing and business service sectors and partners with management to accelerate growth and improve profitability.