



Sector Update

- As new technologies continue to emerge and change the landscape of work, organizations are making significant investments in employee training to ensure their workforce has the cognitive skills necessary to adapt quickly and strategically in today's environment.
- According to the World Economic Forum, six in ten workers will require training before 2027, but only half of workers are seen to have access to adequate training opportunities today.
- 70% of business leaders agree that their organizations are facing a critical skills gap. The top three priorities for skills training over the next three years will be analytical thinking, creative thinking, and ability to utilize AI and big data.
- Demand for early childhood and K-12 education services and enrichment opportunities continues to increase as parents seek to help their children overcome learning gaps caused by COVID driven school closures.
- EdgePoint expects continued growth and acquisition activity for providers of education and training services through 2024. The recurring demand of the employee and student education models will continue to attract buyers.

Sources: Deloitte, LinkedIn Learning, Springboard, Forbes, World Economic Forum

Selected Recent EdgePoint Transactions



For more information and insights, please contact us:



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Recent Selected Transactions

Med Learning Group Acquires Talem Health



Target



Buyer

Sponsor

- **March 2024** – Med Learning Group, a full-service medical education company, has acquired Talem Health.
- Talem Health is an accredited provider of continuing medical education headquartered in Trumbull, CT.
- Talem partners with hospital networks and other healthcare organizations to provide a wide range of medical education activities.

StraighterLine Acquires ProSolutions Training



Target



Buyer

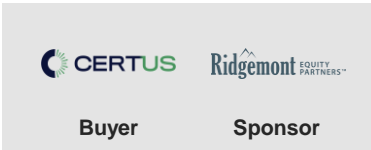
Sponsor

- **March 2024** – StraighterLine, a leading provider of flexible and career-aligned postsecondary courses, has acquired ProSolutions Training.
- ProSolutions Training, headquartered in Arlington, VA, delivers professional development and onboarding training for Early Care and Education professionals.

Certus Acquires Paulson Training



Target



Buyer

Sponsor

- **March 2024** – Certus, a leading professional training and certification platform, has acquired Paulson Training Programs of Chester, CT.
- Paulson Training Programs is a plastics training company upskilling learners with science-based injection molding and extrusion technology through digital coursework and certification seminars.

One Nexus Group Acquires C.T.T.



Target



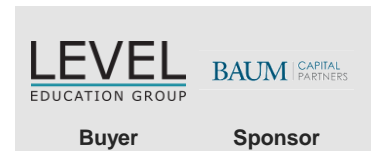
Buyer

- **March 2024** – One Nexus Group, a leading provider of sales training services to the automotive industry, has acquired Commercial Truck Training of Ponte Vedra Beach, FL.
- Commercial Truck Training has been dedicated to commercial truck dealer sales training since 1989. The Company conducts required sales training programs for multiple commercial vehicle manufacturers.

Level Education Acquires CEU Creations



Target



Buyer

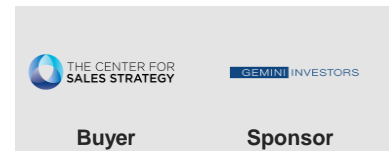
Sponsor

- **February 2024** – Level Education Group, a provider of online continuing education courses to licensed mental health, nursing, and case management professionals, has acquired CEU Creations of Atlanta, GA
- CEU Creations provides innovative live-stream webinars, on-demand, and in-person continuing education trainings for social workers, nurses, case managers, and counselors.

CSS Acquires Robertson Lowstuter



Target



Buyer

Sponsor





- **February 2024** – The Center for Sales Strategy (CSS), a provider of sales performance training for a spectrum of industries, has acquired Robertson Lowstuter.
- Robertson Lowstuter, headquartered in Bannockburn, IL, partners with clients to optimize their unique leadership capabilities through executive coaching, high performance team building, and executive career transition.

Recent Selected Transactions

Target	Date	Buyer / Investor	State (Target)	Sponsor (if applicable)
Green Building Education Services	May 24	TUV SUD	GA	-
Talem Health	Mar 24	Med Learning Group	CT	DW Healthcare Partners
ProSolutions Training	Mar 24	StraighterLine	VA	BV Investment Partners
Paulson Training Programs	Mar 24	Certus	CT	Ridgmont Equity Partners
Commercial Truck Training	Mar 24	One Nexus Group	FL	-
CEU Creations	Feb 24	Level Education Group	UT	Baum Capital Partners
Robertson Lowstuter	Feb 24	The Center for Sales Strategy	IL	Gemini Investors
Bleeker	Feb 24	True Advance	NJ	LLR Partners
PSI Services	Jan 24	Educational Testing Services	KS	-
Pennsylvania College of Health Sciences	Jan 24	Saint Joseph's University	PA	-
American System Registrar	Jan 24	Amtivo Group	MI	Charterhouse Capital Partners
Education Leadership Solutions	Jan 24	Learning Explorer	MS	-
Southeast Lineman Training Center	Jan 24	Warren Equity Partners	GA	-
Kain Automotive	Jan 24	NCM Associates	KY	-
Advancing Workplace Excellence	Jan 24	Half Full	RI	-
Wiley University Services	Jan 24	Academic Partnerships	FL	Vistria Group
Core Strengths	Jan 24	Crucial Learning	UT	Leeds Equity Partners

Select Platforms - Date of Investment and Sponsor





Early Childhood Education

<p>2024</p>  <p>Leeds Equity Partners</p>	<p>2022</p>  <p>Rockbridge Growth</p>	<p>2020</p>  <p>Apax Partners</p>
<p>2018</p>  <p>Spire Capital</p>	<p>2018</p>  <p>SBJ Capital</p>	<p>2013</p>  <p>OTPP</p>

K-12 Education

<p>2022</p>  <p>Veritas Capital</p>	<p>2022</p>  <p>Achieve Partners</p>	<p>2022</p>  <p>Clearlake Capital</p>
<p>2021</p>  <p>Platinum Equity</p>	<p>2021</p>  <p>Roark Capital Group</p>	<p>2017</p>  <p>Primavera Capital</p>

Post Secondary Education

<p>2022</p>  <p>Vestar Capital</p>	<p>2021</p>  <p>Blackstone</p>	<p>2019</p>  <p>Gridiron Capital</p>
<p>2019</p>  <p>Eden Capital</p>	<p>UNIVERSAL TECHNICAL INSTITUTE</p> <p>NYS: UTI</p>	<p>Pearson</p> <p>LON: PSON</p>

Corporate Training

<p>2023</p>  <p>Corridor Capital</p>	<p>2021</p>  <p>TZP Group</p>	<p>2020</p>  <p>Waud Capital</p>
<p>2019</p>  <p>NexPhase Capital</p>	<p>2018</p>  <p>BPEA Private Equity</p>	<p>2017</p>  <p>Leeds Equity</p>