

EN Engineering®

Company:	EN Engineering, LLC
Location:	Woodridge, IL
Sector:	Business Services
Investment Date:	March 2009
Exit Date:	April 2012
Transaction Type:	Corporate Divestiture

Company Description: EN Engineering, LLC (“ENE”) is a leading professional services firm primarily providing maintenance and replacement driven engineering, consulting, automation and integrity management services for oil and gas transportation and other industrial applications. The company offers a full spectrum of engineering and consulting services from the conceptual design stages through the operation and maintenance of gas distribution systems / facilities and transmission systems / stations.

Background: The company was a joint venture of two corporate parents that were both seeking to divest. Management was looking for a partner that would invest in the business and allow the company to pursue organic and acquisition growth. The prior owners did not permit the company to pursue acquisitions or to use cash flow for reinvestment in new capabilities. The transaction closed at the height of the financial crisis when lender support was nearly non-existent. However, Clearview was able to secure attractive financing by relying on strong lender relationships built over many years.

Post-Acquisition Initiatives:

Management Augmentation

- Fulfilling a pre-closing commitment, Clearview completed a CEO transition, allowing the founder to move to a part-time Chairman role as he desired.
- Upgraded the VP of Human Resources to facilitate growth.
- Added an experienced business development executive.

Operation Improvement

- Restructured management bonus plans to align interests with shareholders while providing additional potential for management.

Organic Growth

- Added an office in Denver, CO to serve new customers in the western region.
- Added several major customers outside the core mid-western market.
- Reduced customer concentration from 25% to 9% by adding new customers.
- After the acquisition of Wheatland Systems, cross-sold ENE’s core services to Wheatland Systems’ customer base.

Acquisition Growth

- Structured and implemented a formal acquisition search process.
- Closed and integrated the highly strategic acquisition of Wheatland Systems, which established the combined company as the market leader in pipeline automation.

Tracking Critical Metrics

- Implemented concise monthly summary reports.
- Focused management on revenue per labor hour and critical profit drivers.

Operating Results: During Clearview’s three year ownership period, revenue increased 82% while EBITDA rose 93%.

Outcome: With continued participation of the entire senior management team, the company was sold to an equity group led by CIVC Partners.

ENE Board Members

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