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**LATEST RIVERSIDE ACQUISITION CERTIFIES NEIGHBORHOOD HEROES**  
***Private-Equity Firm Expands Training/Education Specialty***

**Type:**  
Add-on acquisition for Health & Safety Institute

**Key Stats:**  
32<sup>nd</sup> Acquisition of 2008  
208<sup>th</sup> Acquisition Overall

**Fund Family:**  
Riverside Micro-Cap Fund

**JSL Communications, LLC**

Based in Bainbridge Island, Washington

- Founded in 2002; 12 employees
- Publishes continuing education training materials for first responders and emergency medical services, including fire departments, ambulance services, community colleges and government agencies
- Training programs are marketed and well-known in the market as "24-7 EMS" and "24-7 EMS Now"
- Content is both video-based classroom style and online and is nationally certified by the Continuing Education Coordinating Board for EMS to fulfill the training requirements of the National Registry of EMTs



**Of Note:**

24-7 EMS is Riverside's 19<sup>th</sup> overall investment in the training and education field. The company is an add-on to Health & Safety Institute, a platform that includes the American Safety and Health Institute (ASHI) and Medic First Aid (MFA), which are for-profit professional safety and health certification and publishing companies.

**Quotes:**

*Loren Schlachet, Riverside Managing Partner*

"Riverside has invested in 19 companies in the training and education field. Our experience with a wide range of companies in this field is a great fit for 24-7 EMS. 24-7 EMS makes Health & Safety Institute a one-stop training solution for emergency care providers. 24-7 EMS is one of a few companies that offer both classroom-based and online content and with more than 800 active customers throughout the U.S. and Canada, is clearly a leader in EMS continuing education."

*Bill Clendenen, Health & Safety Institute CEO*

"Health & Safety Institute was very attracted to the EMS education market, as EMS professionals in the U.S. are required to complete annual continuing education. The market of EMS professionals in the U.S. and Canada is large, and many ASHI customers are from the EMS industry and need to meet these requirements. 24-7 EMS allows us to add value to their overall experience. Furthermore, the addition of 24-7 EMS provides many synergies and opportunities – for example, 24-7 EMS now has access to Health & Safety Institute's 6,000 training centers and 30,000 instructors, which will be a new area of opportunity for the company."

*Marit Saltrones, Director of JSL Communications*

"24-7 EMS is excited to offer HSI's preferred training resources to its customers. We are honored to join a family of brands that is so highly respected in the EMS and emergency cardiac care communities."

**Riverside Team:**

Loren Schlachet, Managing Partner; Joe Lee, Vice President; Brad Resnick, Analyst; and Jeff Tobin, Operating Partner.

**The Riverside Company** ([www.riversidecompany.com](http://www.riversidecompany.com) or [www.riversideeurope.com](http://www.riversideeurope.com))

The Riverside Company is the largest global private equity firm focused on the smaller end of the middle market ("SEMM") and is one of the industry's most experienced leveraged buyout investors. Riverside invests in premier SEMM companies valued up to \$150 million and partners with strong management teams to build companies through acquisitions and value-added growth. Since its founding in 1988, the firm has invested in 208 transactions with a total enterprise value of \$4.7 billion. Riverside's current portfolio in North America, Europe and Asia consists of 67 companies with combined annual sales of \$3.2 billion, EBITDA of \$524 million and more than 14,000 employees. Riverside offers certainty to close and can complete acquisitions in as little as 45 days, thanks to its more than \$2 billion of capital under management, over 180 professionals in 18 offices (Atlanta, Brussels, Budapest, Chicago, Cleveland, Dallas, Eindhoven, Hong Kong, Los Angeles, Madrid, Munich, New York, Prague, San Francisco, Seoul, Stockholm, Tokyo and Warsaw), and long-standing relationships with partner lenders. Six of the firm's nine mature vintages are currently top quartile, and Riverside's investors include the world's leading pension funds, endowments, funds-of-funds, insurance companies and banks.

**Health & Safety Institute**

Eugene, Oregon-based Health & Safety Institute (HSI) unites the recognition and expertise of the American Safety & Health Institute ([www.ashinstitute.org](http://www.ashinstitute.org)), Medic First Aid International ([www.medicfirstaid.com](http://www.medicfirstaid.com)), and 24-7 EMS ([www.24-7ems.com](http://www.24-7ems.com), [www.24-7emsnow.com](http://www.24-7emsnow.com) and [www.jslcom.com](http://www.jslcom.com)) to create the largest privately held emergency care training organization in the industry. In partnership with more than 16,000 approved training centers, ASHI, Medic First Aid and 24-7 EMS have authorized more than 200,000 professional safety and health educators who have certified more than 13 million emergency care providers in the US and more than 100 countries throughout the world. HSI's vision is to be the preferred training resource for safety and health training centers. "We Make Learning to Save Lives Easy®"

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