

Windward Advisors, LLC

A Sell-Side, Buy-Side, Capital Raise and Corporate Growth Advisory Firm

Windward Advisors, LLC is pleased to announce the following sale:



Has been acquired by
Vital Records Control

The undersigned acted as
exclusive advisor to
EnTrust Records Management, Inc.
on this sale transaction

Windward Advisors, LLC

EnTrust Records Management, Inc. ("EnTrust"), is a Virginia Corporation with a 25-year history working with clients to develop and manage comprehensive records retention and document storage plans. **Tim McCreary** a Partner and owner of EnTrust stated:

"Windward Advisors provided incredible leadership, counseling, and guidance every step of the process. Windward went above and beyond our expectations and we are confident that our dedicated employees and loyal customers will be well taken care of by VRC. Thank you Windward for providing such a positive experience."

Vital Records Control ("VRC") is a leading full-service information management and storage company with over 30 years of experience servicing thousands of regional, state, and local companies throughout the country, with a focus on service and innovation. CEO, Danny Palo said: *"VRC is thrilled to have the EnTrust team and customers join our company. Our cultures are very similar and we are excited about this opportunity."*

Windward Advisors, LLC ("Windward") is a sell-side, buy-side, capital raise, and corporate growth advisory firm. Windward specializes in helping business owners better prepare their businesses in order to maximize shareholder value by providing strategic planning and corporate growth advisory services, and by representing owners in the execution of sale, acquisition, and capital structuring transactions. Windward is an advocate of ensuring that business owners are knowledgeable about their alternatives and properly prepared before pursuing transactions.

Steve Howell, a Co-Founder of Windward stated:

"We have enjoyed both personal and professional relationships with the owners of EnTrust and were grateful for the opportunity to manage the planning and execution of this successful sale transaction. We are pleased with the sale to VRC, and believe they are a great fit to acquire and continue to expand on the strong relationships and services that EnTrust has developed over the last 25 years."

Philip Goodpasture, a Partner with the law firm of **Williams Mullen**, was also a trusted advisor on the team that successfully structured, negotiated, and closed this transaction.

For more information, please contact:

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Mr. Howell and Mr. Johnson are Registered Representatives of, and Securities Products and Investment Banking Services are offered through BA Securities, LLC, Member FINRA SIPC
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