



Barrier Acquires PREVENT, Healthcare Fire and Life Safety Compliance Specialist

LENEXA, Kan. and LIVERMORE, Calif. – November 28, 2021 – [Barrier Companies](#) (“Barrier” or “the Company”), leading fire and life safety business and portfolio company and Lincolnshire Management portfolio company, today announced the acquisition of [PREVENT](#), the premiere west coast fire and life safety company servicing customers primarily in healthcare settings throughout California, Texas, and Arizona. PREVENT will operate under its own brand alongside Barrier and will be led by Jodi Clem, who continues as President. Financial terms of the private transaction were not disclosed.

Founded in 1987 and headquartered in Livermore, California, PREVENT specializes in fire barrier management and fire code compliance primarily within healthcare environments. It is a leading, single-source specialist to address the full life cycle from new build through ongoing inspection, compliance and maintenance. PREVENT has long been at the forefront of the industry, building an impressive track record for over 1,000 returning clients and partners. A pioneer in infection control, PREVENT developed The Solution™ line of mobile HEPA containment units, which prevent the spread of dust and harmful particles from entering occupied spaces during construction or maintenance work above the ceiling. Dennis Cohan, the founder of PREVENT, will join the board of Barrier and will maintain an ownership interest in the combined companies.

“PREVENT has a stellar reputation in this large and growing market, and the addition of their healthcare expertise and reach makes Barrier a national market leader across industries,” said Kirk Kaiser, Partner at Barrier. “We look forward to working with the PREVENT team and adding their technical expertise and essential scope of services to our work with clients.”

The market for building fire and life safety compliance services is expected to continue growing, presenting additional organic and consolidation opportunities for Barrier. The total addressable market for compliance-related services is estimated at \$26 billion, with healthcare accounting for half of that amount. Given the potential consequences of non-compliance with strict regulatory requirements, and in light of increasing government scrutiny, hospitals’ demand for specialist help is expected to accelerate and the expertise needed to maintain compliance is often beyond the scope of smaller, local providers.

“Our geographic footprint is highly complementary to Barrier and joining forces will help both companies achieve accelerated growth as we cross-sell services in key markets to meet the needs of clients,” said Clem, President at PREVENT. “We partner with some of the most impressive healthcare facilities in the U.S., from small surgical centers to university teaching hospitals to nationally acclaimed, multi-campus facilities. We look forward to continuing to provide our clients with best-in-class fire compartmentation management services while expanding our service offerings as part of Barrier Companies.”

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About Barrier Companies

Barrier Companies, founded in 2008, is a leading fire and life safety (“FLS”) and containment services provider. Headquartered in Lenexa, KS, Barrier is a national provider specializing in inspections and preventing the spread of fire, smoke, sound, water, and infection in buildings. Rapidly changing building codes, increased enforcement, and severe increases in liability have created a difficult environment for facility managers, building owners, general contractors, and designers. Barrier provides a multitude of solutions for our customers to navigate through this complex environment.

About PREVENT

Our goal is simple - we’re committed to saving lives, every day. We do this by delivering the absolute highest quality, economical, and most comprehensive Fire Barrier Management Services to ensure your buildings are compliant and their occupants are safe. With offices in California, Arizona, and Texas, PREVENT provides fire and life safety services to ensure code compliance and the highest levels of safety in commercial and institutional facilities throughout the United States. For more information visit: <http://www.Prevent-Lss.com>.

About Lincolnshire Management, Inc.

Lincolnshire Management Inc., founded in 1986, is a private equity firm focused on investing in and acquiring growing middle market companies across an array of specific industries. Headquartered in New York, Lincolnshire Management invests in acquisitions of private companies, recapitalizations, corporate divestitures, management buyouts and growth equity for public and private companies. Lincolnshire Management manages over \$1.7 billion of private equity capital. For more information: www.lincolnshiremgmt.com.

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