



Learn how L&M is helping this tech startup soar



ARCHSYS INCORPORATED

FILLING IN THE GAPS

Archsys Incorporated is a family-founded IT consulting company, specializing in the design of IT solutions that fit a range of unique client needs. Their industry experts provide a variety of IT services that fill specialized gaps in technology and service.

THEIR STORY

Established in 2011 by Jennifer and Lanny Ballard and Malcolm Burton, Archsys was originally run out of the Ballard's home. The company expanded tremendously over the years, eventually becoming the primary IT service provider for Spirit Airlines. Most notably, their company was recently acquired by another IT service provider in a multi-million dollar transaction.



CLIENT CASE STUDY

ARCHSYS INCORPORATED

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INDUSTRY: IT Services

COMPANY SIZE: Small Business (1-25 employees)

LOCATION: Houston, Texas

SERVICES UTILIZED

Corporate Governance
Equity Agreements
Employment Agreements
Contract Review
Corporate Acquisition

- “ We worked with Feras and his team because:
- He knew our business and goals
 - He kept us out of trouble
 - He and his team were very responsive, and having direct access to him via cell was helpful
 - They helped us come up with solutions during the acquisition of Archsys



Jennifer Ballard, *Founder, COO*

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GROWTH WITH L&M

L&M has partnered with Archsys throughout a large portion of their company's journey. The firm has provided a range of legal services for Archsys, including corporate governance, equity agreements, employment agreements, contract review, and corporate acquisition.

CORPORATE GOVERNANCE

Like many rapidly growing companies, Archsys was largely focused on customer service and expansion. L&M was able to take some of the burdens of corporate governance off of Archsys by putting in place proper corporate bylaws, shareholder agreements, and equity distributions.

EQUITY AGREEMENTS

Archsys was established on a handshake deal amongst the founders that served them well for years. L&M made the recommendation that the trio formalize their relationship and recognize their respective equities. The equity agreements and governance structure allowed for a straightforward process in the case of a founder's departure, and made the final acquisition process smoother.

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EMPLOYMENT AGREEMENTS

With dozens of employees and scores of contractors, L&M recognized the importance of being proactive on the company's behalf. L&M worked with Archsys develop standard agreements to protect the company and assisted with dispute resolutions.

CONTRACT REVIEW

As a service provider of software and hardware platforms, Archsys relied on collaboration with other technology companies to ultimately deliver their client services. These relationships often required the negotiation of complex commercial contracts and vendor agreements. L&M offered legal counsel throughout the contract development process and advised Archsys on negotiations to obtain the most advantageous business terms.

CORPORATE ACQUISITION

When the founders of Archsys decided to retire after over a decade of dedication to their company and clients, they turned to L&M's legal counsel to navigate the negotiations and sale. L&M provided guidance throughout the process, ensuring due diligence in financial matters, and legal review of the purchase agreement. Upon completion, the process was successful and beneficial to all parties.

READY TO LAUNCH ?



LLOYD & MOUSILLI

ATTORNEYS AND COUNSELORS AT LAW

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Schedule a **free** consultation at
lloydmousilli.com

Reach out to us if you are
interested in partnering with
L&M to grow your business