

St. Louis investment bank advises on insurance software firm's sale to Atlanta PE firm

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The PwC Pennant Building in Ballpark Village in downtown St. Louis

Story Highlights

What's This?

- Terminus Capital Partners acquired Andesa Services on March 19 for undisclosed terms.
- Andesa, founded in 1983, provides software managing life insurance and annuity policies.
- ButcherJoseph & Co. advised Andesa on the sale to the Atlanta firm.

St. Louis-based [ButcherJoseph & Co.](#) served as financial adviser to Andesa Services in its sale to Terminus Capital Partners, a private equity firm headquartered in Atlanta.

Financial terms of the deal, which closed March 19, were not disclosed.

Founded in 1983 and based in Allentown, Pennsylvania, Andesa makes software that helps insurance companies manage life insurance and annuity policies from issuance through expiration. The company works with insurance carriers and brokers in advanced markets such as bank and corporate-owned insurance, offering technology and services designed to streamline administration and handle regulatory compliance.

Terminus Capital Partners, which specializes in business-to-business software companies, completed a majority investment in Andesa in partnership with the company's management team. Andesa, which does not release its annual revenue, said the deal is expected to position it for continued expansion through increased investment in technology, broader platform capabilities and strategic initiatives aimed at scaling its services and strengthening client relationships.

"This transaction represents an important milestone for Andesa," CEO Mark Wilkin said in a statement. "Terminus brings deep sector expertise and a shared vision for growth and innovation, making them an ideal partner for the next chapter of the company."

Jeff Buettner, managing director at ButcherJoseph, said Terminus has deep experience with software-related businesses and was the best partner for Andesa because it is effective "working with existing management teams to help them drive long-term growth."

ButcherJoseph helped Andesa pursue and examine a variety of alternatives as the firm looked to grow its business and find strategies to access capital outside of traditional sources.



Jeff Buettner, managing director of ButcherJoseph & Co.

Advisers pointed to strong investor appetite for specialized software platforms in the insurance sector as a driver behind the deal.

"This transaction reflects continued demand for scaled, mission-critical software platforms serving the insurance ecosystem," said Tristan Tahmaseb, a director at ButcherJoseph. "Andesa's differentiated capabilities and strong market position made it highly attractive to investors."



Tristan Tahmaseb, a director at ButcherJoseph & Co.

ButcherJoseph & Co. is a boutique investment banking firm specializing in sale transactions to strategic and financial buyers, employee stock ownership plans, capital advisory, and valuations and fairness opinions for privately-held businesses. In addition to its headquarters at the PwC Pennant Building at St. Louis' Ballpark Village downtown, ButcherJoseph has a presence in Miami and Washington, D.C., and offices in Chicago, Charlotte and Scottsdale, Arizona.