



# ACT Capital Advisors Selects Hardy Lipscomb as Managing Director for Southern California

MERCER ISLAND, WASHINGTON, UNITED STATES, October 14, 2020 /EINPresswire.com/ -- [ACT Capital Advisors](#) announced today that Hardy Lipscomb has joined the firm as a Managing Director. Mr. Lipscomb will focus on helping business owners in the Los Angeles and San Diego markets achieve an optimal outcome when they decide to sell. He will become a senior member of ACT's Technology Practice and will also serve clients in other industries.

Hardy is an experienced sales and business development leader with over 25 years and 100 partnerships and acquisitions under his belt. Hardy's experience includes developing high performing partner ecosystems (from the ground up) as well as developing and leading global business development teams for IT industry leaders such as Rimini Street, SAP, and Cisco Systems.

Prior to joining ACT, Hardy served as Head of Strategic Alliances and Business Development for Rimini Street, the leader in independent software support services. While there, Hardy architected, developed, and led the Strategic Alliances and Business Development function. Prior to that Hardy was with SAP where he led service innovation and strategic partnerships for the Mobile Services division. At Cisco, he served in a variety of business development leadership roles, advising on over 30 M&A deals over 10 years. Earlier in his career he was a consultant for Accenture and a Channel Sales leader with Tandem Computer.

Hardy earned his MBA at UCLA's Anderson School of Management in Entrepreneurial Studies and innovation. Hardy loves technology and holds a patent in enhanced real-time messaging which he developed while at SAP. Hardy is passionate about and committed to helping business owners maximize the value of their business exit, strengthening the entrepreneurial spirit of the U.S. in the process.

Bob Hild, ACT Capital Advisors Chairman and Managing Director said "I'm excited to have a seasoned professional like Hardy developing the Southern California market. Hardy has worked for many of the top names in technology, helping them acquire new capabilities through partnership or acquisition. He further strengthens the capabilities of our growing Technology Practice group."

Hardy Lipscomb can be reached at [hlipscomb@actcapitaladvisors.com](mailto:hlipscomb@actcapitaladvisors.com).

ACT Capital Advisors, LLC

ACT Capital Advisors is a premier Mergers & Acquisitions (M&A) firm representing middle-market companies across all industries. ACT has a 30-year history of deal making, closing 200+ transactions and unlocking over \$2 billion in wealth. The firm provides strategic M&A advice to closely held, family-owned, and private equity sponsored organizations that wish to sell all or portions of their companies. Clients choose to work with ACT because of its proven strategic auction process. This process generates simultaneous interest from multiple qualified buyers, resulting in the best possible price and deal structure.

For more information see: <https://actcapitaladvisors.com>

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