



Evolve Capital Partners Advises Pacific Crest Services on its Growth Investment

New York, NY, May 1, 2025 – Evolve Capital Partners Inc. ("Evolve") is pleased to announce its role as the exclusive financial advisor to Pacific Crest Services, Inc. ("PCS") in securing a growth investment from Long Ridge Equity Partners ("Long Ridge"), a growth-focused private equity firm with deep experience in the financial technology and services sectors.

PCS partners with more than 250 independent agencies in 36 states and maintains relationships with over 250 carriers. The new investment will support continued expansion in technology, business development, geography, and capital solutions. Founded by Shawn and Jason Webb in 2008, PCS equips agents with market access, training, back-office support, technology, and compliance resources so they can build thriving, independent businesses.

"Evolve's reach across the investment community and its thoughtful, hands-on guidance helped us find the right long-term partner in Long Ridge," said Shawn Webb, Co-Founder of PCS. "Their expertise allowed us to secure capital that will accelerate our mission of empowering independent agents."

The US has approximately 39,000 independent property-and-casualty agencies, illustrating the scale of the distribution opportunity. Agents looking to "break away" from captive arrangements increasingly turn to networks and alliances to gain carrier access and higher profit-sharing. P&C revenue flowing through agency aggregators and networks reached ~\$10 billion in 2024, up from \$1.4 billion a decade ago. PCS is positioned to capture this momentum by offering an integrated platform that accelerates agency growth.

"Long Ridge partners with strong founders in financial services and technology businesses, with clear market tailwinds, who are looking for strategic support," noted Devin Stearns, Principal at Long Ridge. "Evolve facilitated a thoughtful process that brought PCS and Long Ridge together, and we look forward to pursuing additional platform and add on opportunities with the Evolve team."

"The first time I met Shawn and Jason Webb, it was clear they had built a disciplined, high-quality organization ready for the next stage," added Alex Koles, Founder and Managing Director at Evolve. "We are excited to see how Long Ridge's operational resources and capital solutions will propel PCS's continued growth."

This transaction extends Evolve's track record in insurance-services advisory and follows the November 2024 sale of Insuritas to VIU by HUB, Hub International's omnichannel brokerage platform.

About Evolve Capital Partners

Evolve Capital Partners Inc. ("Evolve") is a growing investment bank focused exclusively on entrepreneurial businesses operating at the intersection of technology-enabled solutions and financial services. Evolve's primary coverage verticals include Insurance and Capital Markets, focused exclusively on advising tech-enabled service and software companies.

Our team of dedicated investment bankers delivers bespoke, mission-critical advice in a creative, entrepreneurial environment—consistently driving value and successful outcomes. Evolve exclusively advises on mergers and acquisitions, divestitures, capital raises, and financial restructurings, and is headquartered in New York, NY.