

## OUR FIRM

Founded in 2001, Falcon Capital Partners is an investment bank providing sell-side and strategic advisory services to middle and lower middle market companies. We have deep sector knowledge in the healthcare, technology, and business services and industrial markets. Our customer-first approach and knowledge-based banking complements the tailored first-class experience and world-class results each client receives.

## OUR CLIENTS

We serve a broad spectrum of organizations, ranging from early stage, high growth companies to well-established, multi-billion dollar global corporations.

### BUSINESS OWNERS

Founders of private companies and family-owned businesses looking for liquidity event, growth capital, or strategic partner.

### CORPORATIONS

Large companies, both public and privately owned, looking to divest or carve out assets or strategically search for acquisition candidates.

### FINANCIAL SPONSORS

Financially sponsored companies looking to exit, invest in new opportunities, or acquire strategic add-on companies.

## OUR SERVICES

We dive deep into company operations, markets, customers and competitors to ensure that all our client engagements are consummated at the highest value and in a timely and efficient manner.

### SELL-SIDE ADVISORY

- Private business sales
- PE- & VC-backed company sales
- Corporate divestitures

### STRATEGIC ADVISORY

- Board-level growth advisory
- Growth-oriented capital raises
- Buy-side acquisition strategies

## OUR SECTORS

With decades of direct operating and investment banking experience, we offer advisory services to companies in a variety of focused markets with a deep understanding beyond the numbers.



### HEALTHCARE

- Healthcare IT
- Healthcare Services



### TECHNOLOGY




- Software
- Tech-Enabled Services
- Data Analytics & Intelligence



### BUSINESS SERVICES & INDUSTRIAL

- Business Services
- Niche Manufacturing & Packaging
- Value-Added Distributions











## HEALTHCARE

 has been acquired by  <i>Falcon served as sell-side advisor to Dynamic Healthcare Systems</i>	 has been acquired by  <i>Falcon served as sell-side advisor to GrayHawk Home Care</i>	 has been acquired by  <i>Falcon served as sell-side advisor to CPa Medical Billing</i>	 has been acquired by  <i>Falcon served as sell-side advisor to Central Jersey Urgent Care</i>	 has merged with  a portfolio company of  <i>Falcon served as sell-side and strategic advisor to Deerwalk</i>	 a product line of  a portfolio company of  has been acquired by  <i>Falcon served as sell-side advisor to Capsule Technologies</i>
Member Mgmt. & Risk Adjustment	Home Care & Nursing	Revenue Cycle Management	Healthcare Service Facility	Payer Data Analytics Software	Remote Patient Monitoring Tech

## TECHNOLOGY

 has been acquired by  a portfolio company of  <i>Falcon served as sell-side advisor to Cannon Group</i>	 has been acquired by  a portfolio company of  <i>Falcon served as sell-side advisor to Network Control</i>	 has been acquired by  a portfolio company of  <i>Falcon served as the exclusive financial advisor to BTB Security</i>	 has been acquired by  a portfolio company of  <i>Falcon served as strategic and sell-side advisor to Metaport</i>	 has been acquired by  <i>Falcon served as sell-side advisor to Qualtrax, Inc.</i>	 has been acquired by  a portfolio company of  <i>Falcon served as sell-side advisor to Dickinson + Associates</i>
Technology Expense Management	Technology Expense Management	Cybersecurity Managed Services	Telecom Expense Mgmt. Software	Compliance Workflow Software	SAP Consulting and Integration

## BUSINESS SERVICES & INDUSTRIAL

 has received financial and growth advisory services <i>Falcon served as strategic advisor to Ingenuity Sun Media, LLC</i>	 has received investment from  <i>Falcon served as strategic advisor to All Traffic Solutions</i>	 has been acquired by  <i>Falcon served as sell-side and strategic advisor to General Econopak (GEPKO)</i>	 has received strategic and transactional advisory services <i>Falcon served as strategic advisor to DMI Sports</i>	 has been acquired by  <i>Falcon served as sell-side and strategic advisor to FlagZone</i>	 has been acquired by  <i>Falcon served as sell-side advisor to X-Tip LLC</i>
Out-of-Home Media Network	Smart Traffic and Speed Signs	Sterile Packaging Manufacturer	Branded Sporting Goods	2 <sup>nd</sup> Largest Flag Manufacturer	Dental Supply Manufacturer

## CONTACT US

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