

Quick Stats

- Founded in 2001
- More than \$2.0 billion of aggregate value
- In the last 36 Months:
 - Average: \$22mm
 - Largest: \$210mm
 - Smallest: \$5mm

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Our Expertise

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 Focus

Healthcare



- Revenue Cycle Management (Physician, Hospital, Payer, Pharma)
- Data Analytics
- Administrative Systems (Provider, Payer)
- Pharma Compliance Software
- Home Health
- Behavioral Health
- Health & Wellness
- Care Management and Predictive Modeling
- Clinical Systems and Electronic Health Records

Technology



- Technology Services and Integration Specialists
- Business Consulting
- Public Safety and Public Sector Applications
- Telecom Expense and IT Financial Management
- Software Design and Customization
- Software and Software-Related Services
- Enterprise Applications
- Supply Chain, Logistics, and Transportation Vertical Software

Commercial & Industrial



- Marketing, Media, and Advertising Services
- Light Manufacturing and Packaging
- HVAC Distribution and Systems Integration
- Industrial Services
- Distributors and Suppliers
- Business Process Outsourcing
- Environmental Technologies
- Applied Engineering Services

Our Clients

Business Owners

- Founders
- Family-owned businesses

Corporations

- Corporate divestitures
- Strategic buy-side theses

PE & VC Portfolio Companies

- Investment exits
- Recapitalizations
- Buy-side theses

Selected Transactions

Healthcare

 has been acquired by  a portfolio company of  Falcon served as sell-side advisor to RXTransparent	 a subsidiary of  has been acquired by  a portfolio company of  Falcon served as sell-side advisor to Kareo, Inc.	 HEALTH NAVIGATOR has received strategic advisory services Falcon served as strategic advisor to Health Navigator	 has been acquired by  a portfolio company of  Falcon served as sell-side advisor to MSOC Health	 has merged with  a portfolio company of  Falcon served as sell-side advisor to daVIZta, Inc.	 Driving Clinical Excellence has been acquired by  Falcon served as sell-side and strategic advisor to Wellsoft
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Pharma Supply Chain Software

Physician Medical Billing





















Clinical Triage Technology

Multi-Specialty Medical Billing

Pharma RCM Technology

Emergency Room EMR

Technology

 a portfolio company of  PRIVATE INVESTMENT COMPANY has been acquired by  an affiliate of  Falcon served as sell-side advisor to NetPlus Group, LLC	 (Mobile Management Made Easy) has been acquired by  a portfolio company of  Falcon served as sell-side advisor to Wireless Analytics, LLC	 has been acquired by  a portfolio company of  Falcon served as sell-side advisor to Marketing G2, LLC	 a product of  has been acquired by  Falcon served as sell-side advisor to Azavea	 has been acquired by  an operating subsidiary of  a portfolio company of  Falcon served as sell-side advisor to MetroAlert, Inc.	 has been acquired by  a portfolio company of  Falcon served as sell-side advisor to Comview Corporation
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Mobility Expense Mgmt.

Wireless Expense Mgmt.

Subscription Customer Mgmt.

Predictive Crime Analytics

Public Safety Records Mgmt.

Telecom Expense Mgmt.

Commercial & Industrial

 has received financial and growth advisory services Falcon served as strategic advisor to Ingenuity Sun Media, LLC	 has received investment from  Falcon served as strategic advisor to All Traffic Solutions	 has been acquired by  Falcon served as sell-side and strategic advisor to General Econopak (GEPCO)	 has received strategic and transactional advisory services Falcon served as strategic advisor to DMI Sports	 has been acquired by  Falcon served as sell-side and strategic advisor to FlagZone	 has been acquired by  Falcon served as sell-side advisor to X-Tip LLC
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Out-of-Home Media Network

Smart Traffic and Speed Signs

Sterile Packaging Manufacturer

Branded Sporting Goods

2nd Largest Flag Manufacturer

Dental Supply Manufacturer