

Trusted Advisors

Expert Execution

Optimized Outcomes

Quick Stats

- Founded in 2001
- More than \$2.5 billion of aggregate value
- In the last 36 Months:
 - Average: \$22mm
 - Largest: \$210mm
 - Smallest: \$5mm

Contact Us

656 N. Swedesford Road
Suite 310
Wayne, PA 19087
610 989-8900
www.falconllc.com

Ted Stack*

Managing Director
tstack@falconllc.com
610-989-8901

Mark Gaeto

Managing Director
mgaeto@falconllc.com
610-989-8903

Don Wanner*

Vice President
dwanner@falconllc.com
610-989-8907

Conrad Olenik*

Senior Associate
colenik@falconllc.com
610-989-8905

Kevin Mathew*

Associate
kmathew@falconllc.com
484-253-0465

Steve Wasylenko*

Associate
swasylenko@falconllc.com
610-989-8908

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
- InsurTech
- 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

Trusted Advisors Expert Execution Optimized Outcomes

Selected Transactions

Healthcare

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>	a portfolio company of has been acquired by a portfolio company of <i>Falcon served as sell-side advisor to Citra Health Solutions</i>	has been acquired by a portfolio company of <i>Falcon served as sell-side advisor to RXTransparent</i>	a subsidiary of has been acquired by a portfolio company of <i>Falcon served as sell-side advisor to Kareo, Inc.</i>	 has received strategic advisory services <i>Falcon served as strategic advisor to Health Navigator</i>
--	--	---	--	---	---

Payer Data Analytics Software	Remote Patient Monitoring Tech	Claims Mgmt. Software	Pharma Supply Chain Software	Physician Medical Billing	Clinical Triage Technology
-------------------------------	--------------------------------	-----------------------	------------------------------	---------------------------	----------------------------

Technology

has been acquired by a portfolio company of <i>Falcon served as sell-side advisor to Dickinson + Associates</i>	a portfolio company of has been acquired by an affiliate of <i>Falcon served as sell-side advisor to NetPlus Group, LLC</i>	has been acquired by a portfolio company of <i>Falcon served as sell-side advisor to Wireless Analytics, LLC</i>	has been acquired by a portfolio company of <i>Falcon served as sell-side advisor to Marketing G2, LLC</i>	a product of has been acquired by <i>Falcon served as sell-side advisor to Azavea</i>	has been acquired by an operating subsidiary of a portfolio company of <i>Falcon served as sell-side advisor to MetroAlert, Inc.</i>
---	--	--	--	---	---

SAP Consulting and Integration	Mobility Expense Mgmt.	Wireless Expense Mgmt.	Subscription Customer Mgmt.	Predictive Crime Analytics	Public Safety Records Mgmt.
--------------------------------	------------------------	------------------------	-----------------------------	----------------------------	-----------------------------

Commercial & 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 (GEPCO)</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 nd Largest Flag Manufacturer	Dental Supply Manufacturer
---------------------------	-------------------------------	--------------------------------	------------------------	---	----------------------------

SELL-SIDE ADVISORY AND STRATEGIC ADVISORY INVESTMENT BANKING SERVICES

*Registered representative of and Securities Services are offered through BA Securities, LLC Member FINRASIPC. Falcon Capital Partners LLC and BA Securities, LLC are separate and unaffiliated entities. This document is for informational purposes only and does not constitute an offer, invitation or recommendation to buy, sell, subscribe for or issue any securities or a solicitation of any such offer or invitation and shall not form the basis of any contract with Falcon Capital Partners, LLC or BA Securities, LLC. Further, the contents of this document and any attachments, annexes or schedules hereto should not be construed as investment, legal, or tax advice.