

Falcon is an investment bank providing sell-side and strategic advisory services to middle & lower middle market companies. We have deep sector knowledge in the healthcare, technology, and commercial & industrial markets.

### By The Numbers

- Founded in 2001
- More than \$2.5 billion of aggregate value
- In the last 36 Months:
  - Average: \$43mm
  - Largest: \$210mm
  - Smallest: \$5mm

### 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

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# Selected Transactions











## Healthcare

 <p>has merged with</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side and strategic advisor to Deerwalk</i></p>	 <p>a product line of</p>  <p>a portfolio company of</p>  <p>has been acquired by</p>  <p><i>Falcon served as sell-side advisor to Capsule Technologies</i></p>	 <p>a portfolio company of</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side advisor to Citra Health Solutions</i></p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side advisor to RXTransparent</i></p>	 <p>a subsidiary of</p>  <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side advisor to Kareo, Inc.</i></p>	 <p>has received strategic advisory services</p> <p><i>Falcon served as strategic advisor to Health Navigator</i></p>
Payer Data Analytics Software	Remote Patient Monitoring Tech	Claims Mgmt. Software	Pharma Supply Chain Software	Physician Medical Billing	Clinical Triage Technology

## Technology

 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as strategic and sell-side advisor to Metaport</i></p>	 <p>COMPLIANCE SOFTWARE</p> <p>has been acquired by</p>  <p><i>Falcon served as sell-side advisor to Qualitrox, Inc.</i></p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side advisor to Dickinson + Associates</i></p>	 <p>a portfolio company of</p>  <p>PRIVATE INVESTMENT COMPANY</p> <p>has been acquired by</p>  <p>an affiliate of</p>  <p><i>Falcon served as sell-side advisor to NetPlus Group, LLC</i></p>	 <p>( Mobile Management Made Easy )</p> <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side advisor to Wireless Analytics, LLC</i></p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p><i>Falcon served as sell-side advisor to Marketing G2, LLC</i></p>
Telecom Expense Mgmt. Software	Compliance Workflow Software	SAP Consulting and Integration	Mobility Expense Mgmt.	Wireless Expense Mgmt.	Subscription Customer Mgmt.

## Commercial & Industrial

 <p>has received financial and growth advisory services</p> <p><i>Falcon served as strategic advisor to Ingenuity Sun Media, LLC</i></p>	 <p>has received investment from</p>  <p><i>Falcon served as strategic advisor to All Traffic Solutions</i></p>	 <p>GENERAL ECONOPAK</p> <p>has been acquired by</p>  <p><i>Falcon served as sell-side and strategic advisor to General Econopak (GEPCO)</i></p>	 <p>has received strategic and transactional advisory services</p> <p><i>Falcon served as strategic advisor to DMI Sports</i></p>	 <p>has been acquired by</p>  <p><i>Falcon served as sell-side and strategic advisor to FlagZone</i></p>	 <p>has been acquired by</p>  <p><i>Falcon served as sell-side advisor to X-Tip LLC</i></p>
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



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## Knowledge-Based Investment Banking

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