



Falcon is an investment bank providing sell-side and strategic advisory services to middle market and lower middle market companies, focusing on the healthcare, technology, and commercial & industrial markets.

Trusted Advisors

Expert Execution

Optimized Outcomes

Our Expertise

As trusted advisors, we provide a range of transaction advisory services which are tailored to address the specific needs of each of our clients. Our knowledge-based banking and extensive operating experience drive our client-first strategies.

Sell-Side Advisory

Services include private business sales, private equity and venture capital backed company sales, and corporate divestitures.

Strategic Advisory

Services include board-level growth investment advisory, growth-oriented capital raises, and buy-side acquisition strategies.

Our Focus

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

Healthcare

Focused on information technology, healthcare services, and technology-enabled services, with particular focus in revenue cycle management.

Technology

Focused on enterprise systems, application development software, and vertical and niche software solutions, particularly within the public sector.

Commercial & Industrial

Focused on business services, niche manufacturing and packaging, value-added distributors, and some consumer goods.

Our Clients

Regardless of the ownership structure, we act with the mentality of a shareholder advocate. 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

PE & VC Portfolio Companies

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

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SELL-SIDE ADVISORY AND STRATEGIC ADVISORY INVESTMENT BANKING SERVICES

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Selected Transactions











Healthcare

 <p>has received significant growth investment from</p>  <p>Falcon served as sell-side and strategic advisor to ProgenyHealth</p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>Falcon served as sell-side advisor to Professional Management, Inc. (PMI)</p>	 <p>an operating subsidiary of</p>  <p>has been acquired by</p>  <p>Falcon served as sell-side advisor to Perioperative Services, LLC</p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>Falcon served as sell-side advisor to PharmaMetrics, Inc.</p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>Falcon served as sell-side advisor to ECI Healthcare Partners</p>	 <p>an operating subsidiary of</p>  <p>has been acquired by</p>  <p>Falcon served as sell-side advisor to CBIZ, Inc.</p>
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Technology

 <p>has been acquired by</p>  <p>an operating subsidiary of</p>  <p>a portfolio company of</p>  <p>Falcon served as sell-side advisor to MetroAlert, Inc.</p>	 <p>has been acquired by</p>  <p>a portfolio company of</p>  <p>Falcon served as sell-side advisor to Comview Corporation</p>	 <p>has been acquired by</p>  <p>an operating subsidiary of</p>  <p>a portfolio company of</p>  <p>Falcon served as sell-side advisor to Admit Computer Services, Inc. (dba IMPACT Systems)</p>	 <p>has been acquired by</p>  <p>Falcon served as sell-side advisor to Plan Doc Builder</p>	 <p>has received investment from</p>  <p>Falcon served as strategic advisor to Brainworks</p>	 <p>has been acquired by</p>  <p>Falcon served as sell-side advisor to Archonix</p>
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Commercial & Industrial

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

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