



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>a portfolio company of</p>  <p>Falcon served as sell-side advisor to Marketing G2, LLC</p>	 <p>a product of</p>  <p>has been acquired by</p>  <p>Falcon served as sell-side advisor to Azavea</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 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 received investment from</p>  <p>Falcon served as strategic advisor to Brainworks</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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