

## 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

## Selected Transactions











### Healthcare

 has merged with  a portfolio company of 	 Driving Clinical Excellence has been acquired by 	 has received significant growth investment from 	 has been acquired by  a portfolio company of 	 an operating subsidiary of  has been acquired by 	 has been acquired by  a portfolio company of 
Falcon served as sell-side advisor to daVIZta, Inc.	Falcon served as sell-side and strategic advisor to Wellsoft	Falcon served as sell-side and strategic advisor to ProgenyHealth	Falcon served as sell-side advisor to Professional Management, Inc. (PMI)	Falcon served as sell-side advisor to Perioperative Services, LLC	Falcon served as sell-side advisor to PharmaMetrics, Inc.

### Technology

 has been acquired by  a portfolio company of 	 a product of  has been acquired by 	 has been acquired by  an operating subsidiary of  a portfolio company of 	 has been acquired by  a portfolio company of 	 has been acquired by  an operating subsidiary of  a portfolio company of 	 MEDIA SOFTWARE SOLUTIONS has received investment from 
Falcon served as sell-side advisor to Marketing G2, LLC	Falcon served as sell-side advisor to Azavea	Falcon served as sell-side advisor to MetroAlert, Inc.	Falcon served as sell-side advisor to Comview Corporation	Falcon served as sell-side advisor to Admit Computer Services, Inc. (dba IMPACT Systems)	Falcon served as strategic advisor to Brainworks

### Commercial & Industrial

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

## Trusted Advisors

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SELL-SIDE ADVISORY AND STRATEGIC ADVISORY INVESTMENT BANKING SERVICES