





ABOUT US

A specialist investment bank advising emerging growth and middle market companies worldwide on mergers, acquisitions, financings and strategic planning.

Closed 290 global transactions accounting for \$17 billion in aggregate value for clients operating in the following sectors:

HEALTHCARE

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HEALTHCARE &
PHARMACEUTICAL
TECHNOLOGIES

4

CONSULTING &
TECHNOLOGY
SERVICES

5

TECHNOLOGY

6

INDUSTRIAL &
CONSUMER

7



HEALTHCARE

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

- Domestic and International
- Founder and / or Entrepreneur-Driven
- Private and Institutionally-Backed
- Publicly Traded



Sector Specializations:

- Clinical Research Organizations (CROs)
- Contract Development and Manufacturing Organizations (CDMOs)
- Research Sites and Site Services
- Pharma Commercialization Consulting and Support
- Medical and Scientific Communications
- Contract Sales & Marketing
- Regulatory, Safety & Consulting
- Specialty Distribution and Patient Support
- Preclinical & Discovery Services
- Bioanalytical, Central Labs and Imaging
- Diagnostic and Diversified Labs

Contact:

Neal McCarthy
Managing Director
(610) 260-6224

Neal.McCarthy@FairmountPartners.com



HEALTHCARE & PHARMACEUTICAL TECHNOLOGIES

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
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Sector Specializations:

- Advanced Pharma, Provider, and Payor Technologies & Services
- Practice Management Systems and Specialty Electronic Health Records
- Population Health Management Software
- Revenue Cycle Management Technologies
- Clinical Trial Management, Payments & Recruitment Software
- Pharmacy-Related Technologies & Applications

Contacts:

Neal McCarthy
Managing Director
(610) 260-6224

Neal.McCarthy@FairmountPartners.com

Charles Robins
Managing Director
(610) 260-6431

Charles.Robins@FairmountPartners.com

Allen Born
Director
(610) 260-6275

Allen.Born@FairmountPartners.com



CONSULTING & TECHNOLOGY SERVICES

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

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- Founder and / or Entrepreneur-Driven
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- Publicly Traded



Sector Specializations:

- Niche Professional Staffing (Technology, Digital, Life Sciences, Healthcare, etc.)
- Digital Transformation
- Outsourced Accounting & Professional Services
- Cloud Migration & Enablement
- Enterprise Cloud Ecosystems
- Intelligent Automation & RPA
- Enterprise Application Consulting & Integration
- Software & Digital Engineering
- Management Consulting
- Digital Marketing & Agencies
- Managed IT Services
- Business Process Outsourcing
- Government IT Services

Contacts:

Andy Brown
Managing Director
(610) 260-6204

Andrew.Brown@FairmountPartners.com



TECHNOLOGY

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

- Domestic and International
- Founder and / or Entrepreneur-Driven
- Private and Institutionally-Backed
- Publicly Traded



 INVESTMENT FROM Strategic Investor (Un disclosed)	 INVESTMENT FROM SSM PARTNERS	 ACQUIRED BY APEX	 ACQUIRED BY ANTARES VISION
 ACQUIRED BY Ansys	 ACQUIRED BY Quest A Portfolio Company Of FP Fairmount Partners	 ACQUIRED BY mcg MCG ENERGY SOLUTIONS, LLC	 GROWTH INVESTMENT FROM NEWSPRING
 ACQUIRED BY ADVANCED SERVICE SOLUTIONS	 ON TIME EVERY TIME ACQUIRED BY Marcou Transportation Group Parent Company Of Dav El BOSTON COACH	 ACQUISITION OF GOFACTORY	 ACQUIRED BY Cleo
 ACQUIRED BY nlyte Software	 Portfolio Company Of SAFEGUARD ACQUIRED BY CCC INFORMATION SERVICES INC.	 ACQUIRED BY INFOGIX Portfolio Company Of H I G CAPITAL	 RECAPITALIZATION BY Bancroft Woods LLC
 ACQUIRED BY HALLIBURTON	 ACQUIRED BY ptc	 ACQUIRED BY CONCUR	 ACQUIRED BY NUANCE

Sector Specializations:

- Cloud Applications (SaaS)
- Vertical Applications (i.e., Healthcare, HR Tech, Energy, Financial, Aerospace & Defense)
- Enterprise Software
- Industrial Tech / Industry 4.0
- Internet of Things (IoT) & Embedded Technologies
- Data Aggregation & Analytics (“DAA”)
- Supply & Value-Chain Management
- Networking & Telecommunications
- Infrastructure Software
- Internet Commerce & Services

Contacts:

Charles Robins
Managing Director
(610) 260-6431

Charles.Robins@FairmountPartners.com

Allen Born
Director
(610) 260-6275

Allen.Born@FairmountPartners.com



INDUSTRIAL & CONSUMER

Client Services:

- Sell-Side M&A
- Buy-Side M&A
- Minority & Majority Equity Recapitalizations
- Growth Equity Financings
- Management Buyouts
- General Strategic & Financial Advisory
- Fairness Opinions

Client Company Characteristics:

- Domestic and International
- Founder and / or Entrepreneur-Driven
- Private and Institutionally-Backed
- Publicly Traded

 INVESTMENT FROM <small>Family Owned Since 1945</small>	 ACQUIRED BY Industry-Leading Strategic Acquirer (Undisclosed)	<small>Technical Distribution Services Division Of</small> MISSION READY ACQUIRED BY <small>A Portfolio Company Of</small> 	 ACQUIRED BY
 ACQUIRED BY 	 ACQUIRED BY 	 SOLUTIONS DESIGNED AROUND YOU ACQUIRED BY 	 DEBT RECAPITALIZATION
 CREDIT FACILITIES FROM <small>We Revolve Around You.</small>	 ACQUIRED BY 	 ACQUIRED BY 	 ACQUIRED BY
 RECAPITALIZATION BY 	 <small>THE LEADER IN CUSTOMER SOLUTIONS</small> SENIOR SECURED CREDIT FACILITIES	 RECAPITALIZATION BY 	 ACQUISITION OF <small>STEERING SYSTEMS SPECIALISTS</small>
 <small>Serving the industry for over 80 years</small> ACQUIRED BY HUDSON LOCK, LLC	 <small>PROVIDING COMFORT SINCE 1929</small> MERGER WITH <small>EMPLOYEE OWNED</small> <small>TRUST. QUALITY. VALUE... SINCE 1914.</small>	 ACQUIRED BY <small>FOUNDED 1933</small>	 MERGER WITH <small>Parts. Stores. No Professional's Portion.</small>



Sector Specializations:

- Niche Manufacturing
- Value-Added Distribution
- Commercial & Industrial Services
- Consumer & Retail

End Market Expertise:

- Aerospace & Defense
- Automotive Aftermarket
- Building & Construction
- Consumer & Retail
- Food & Beverage
- Heavy Industrial
- Oil & Gas

Contact:

Jonathan Smith
Managing Director
(610) 260-6267

Jonathan.Smith@FairmountPartners.com

Bill Frame
Director

(302) 593-7600

William.Frame@FairmountPartners.com

Stay in touch with us.

610-260-6200

www.FairmountPartners.com

www.Linkedin.com/Company/Fairmount-Partners

