

## FOR IMMEDIATE RELEASE

Contact:

Brian Greenberg  
Tel. 301-576-4000  
[bgreenberg@greenberg-advisors.com](mailto:bgreenberg@greenberg-advisors.com)

---

### Two RCM Transactions Completed in October

**Rockville, MD – November 12, 2014** – Greenberg Advisors, LLC (GA), the leading global M&A advisory firm to the Revenue Cycle Management (RCM), Accounts Receivable Management (ARM) and Business Process Outsourcing (BPO) sectors, announces two transactions in which it acted as exclusive financial advisor. Terms of the transactions have not been disclosed.

In the first transaction, the selling company provided self-pay bad debt collection services and early-out services for major health systems and large physician groups. The well-established, growing firm had captured significant market share among many notable clients in its geographic market, making it an attractive acquisition candidate. The buyer was a large, strategic group seeking sizeable clients, earnings, and market share that complemented their geographic presence.

The second transaction involved a firm focused primarily on providing self-pay bad debt collection services for regional healthcare providers. Given the current environment, which can be more difficult for mid-sized and smaller companies, the selling shareholder determined that his staff and clients would benefit from being a part of a larger organization. The transaction moved swiftly, closing just seven weeks after the parties agreed to terms.

Brian Greenberg, CEO of GA, commented, "Both deals reflect today's market trends as large and mid-sized firms seek to scale faster with the acquisition of good clients, talented staff, and accretive earnings. Our involvement in these transactions, along with our focus and depth in the market, strengthens our ability to help sellers and buyers complete highly strategic transactions."

Shawn Leventhal, Vice President at GA, also noted, "These transactions are a result of our firm's relentless efforts to ensure that our relationships with clients, and counter-parties for our clients, are comprehensive and second to none."

#### About Greenberg Advisors

Greenberg Advisors, LLC provides trusted M&A and strategic advice within the financial services and business services sectors worldwide. The firm is best known for its expertise in Accounts Receivable Management (ARM), Revenue Cycle Management (RCM), Business Process Outsourcing (BPO), and Specialty Finance. Focused on these interrelated sectors for nearly 20 years, the firm's professionals offer a comprehensive, yet highly specialized perspective from which to advise clients, which has resulted in the completion of approximately 100 merger & acquisition (M&A), capital raising, valuation, and strategic advisory transactions. These client successes reflect its distinct client-first approach, objective point of view, deep sector expertise, and roll-up-the-sleeves work ethic. Follow the firm on Twitter [@GreenbergAdvrs](https://twitter.com/GreenbergAdvrs).