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Greenberg Advisors Presents at ACA Fall Forum 2017

Rockville, MD – November 13, 2017 – Greenberg Advisors, the leading M&A advisor in RCM, ARM, HCIT and related transactions, participated in a panel presentation titled “Dissecting the Deal – All-Star Panel of M&A Experts” at the ACA’s Fall Forum in Chicago, IL. The conference, focused on healthcare receivables management and compliance, is organized by the ACA International, a trade association dedicated to the receivables management industry.

CEO Brian Greenberg offered experienced perspective during the presentation on topics ranging from the valuation of firms involved in patient-pay and payer receivables including early-out and Extended Business Office (EBO) offerings, to the changing M&A dynamics in the market, to mistakes that buyers and sellers should avoid in the M&A process.

Greenberg led the discussion regarding M&A preparation, describing key steps for buyers and sellers in order to ensure a successful M&A transaction. He also shared some of the firm’s proprietary M&A data regarding recent trends, telling the audience, “The first half of 2017 saw more transactions in the ARM industry than in any 6-month period in the past 6 years.”

This marks the fourth time that Greenberg Advisors has presented at the Fall Forum event.

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) and Healthcare IT (HCIT), Business Process Outsourcing (BPO), and Specialty Finance. Focused on these sectors for over 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 over 125 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) or visit www.greenberg-advisors.com.

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