

The Leading Investment Bank

Specializing in RCM, HCIT, ARM, BPO, and Specialty Finance sectors worldwide

Proven. Focused. Trusted.

MERGERS & ACQUISITIONS

- Help clients seeking to execute acquisitions by generating proprietary deal flow, analyzing targets and facilitating transactions
- Clients seeking to sell all or a portion of equity rely on our expertise, from planning and preparation, to management of all aspects of a successful transaction

CAPITAL RAISING

- Assist clients in obtaining debt/equity capital that best fits their objectives
- We leverage our vast network of banks, lenders, and other qualified investors to find the right capital for our clients

BUSINESS VALUATION

- Offer clients a complete understanding of their position in the market relative to peers
- Our valuation information is derived from deep industry expertise and an expansive, proprietary data base of M&A statistics

M&A PLANNING / STRATEGY

- Help clients develop and implement near-term and long-term plans that align their businesses' strategy with their own strategic goals
- Our experience provides a rare perspective of how buyers and investors perceive transactions

Unmatched Market Depth



REVENUE CYCLE MANAGEMENT / HEALTHCARE IT

Our experience and relationships in RCM and HCIT spans all of the functions that contribute to the recovery of healthcare service revenue, from scheduling appointments to reimbursement to post-visit patient engagement.



ACCOUNTS RECEIVABLE MANAGEMENT

In ARM, our team has completed deals with firms that service clients in nearly every sector. These companies provide receivables management services to creditors to assist in servicing, billing, and collecting of payments from consumers and businesses.



BUSINESS PROCESS OUTSOURCING

Our work in the BPO sector involves businesses that offer solutions for customer care, customer service, finance and administration, and/or technical support across a variety of industries.



SPECIALTY FINANCE

Our transaction experience in Specialty Finance includes companies that purchase and service commercial, consumer, and student loan receivables, among others.

Recent Successes


a portfolio company of

Norwest Equity Partners
was acquired by


 RECEIVABLES MANAGEMENT PARTNERS
a portfolio company of

acquired



has merged with

a portfolio company of


 RECEIVABLES MANAGEMENT PARTNERS
a portfolio company of

acquired


With Proven Experience, We Add Value From Day-1

Experts in the Middle Market

- Greenberg Advisors is among the most trusted and experienced advisors to owners, senior executives, and investors throughout our sectors of focus
- Completed approximately 125 engagements, with most transactions up to \$150 million in enterprise value

Sector Depth

RCM / HCIT

Transaction work has included a variety of service and technology firms involved in:

- Analytics
- Billing
- Coding
- Credentialing
- Eligibility
- EMR / EHR
- Insurance Follow-Up
- Patient Finance
- Patient Engagement
- Payer Contract Review / Negotiation
- Population Health
- Practice Management
- Self-Pay Collections

ARM

The team has completed deals in virtually every sector:

- Auto
- Bankruptcy
- Commercial
- Consumer
- Debt Purchasers
- Education
- Estate Recovery / Probate
- Financial
- Healthcare
- Legal Collections Management
- Retail
- Telecom / Utility

Vast Strategic Relationships

- Greenberg Advisors maintains contact with owners and decision makers across our industries of focus
- Our network spans 8,900 firms and over 1,500 strategic buyers, private equity buyers, and lenders interested in our focus sectors, reflective of Greenberg's concentrated expertise and long-standing, transaction-tested relationships

Comprehensive M&A Database

- Arguably the world's most comprehensive database of RCM, HCIT, and ARM M&A comparables
- Our database contains many unique variables and thousands of data points not tracked elsewhere, including data on related BPO and Specialty Finance transactions

Deal Team



Brian Greenberg, *CEO*

Brian is one of the most experienced M&A and strategic advisors in RCM, HCIT, ARM, and related sectors worldwide. He has led approximately 125 successful engagements over the past 20 years.

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Zach Eisenberg, *Associate*

Zach is involved in all of GA's engagements. Prior to joining GA, he was a Financial Specialist at Accenture, performing financial analysis and planning for post-merger integration.

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Casey Krasko, *Analyst*

Casey supports GA's client activities and other strategic initiatives. He earned a BS in Finance and Marketing from the Robert H. Smith School of Business at the University of Maryland.

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Sabrina Sandler, *Analyst*

Sabrina supports GA's client activities and other strategic initiatives. She is a graduate of George Washington University where she earned a BS in Finance and Sociology.

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