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Brown & Joseph / Altus Acquires Hunter Warfield's Commercial Collection Division

Rockville, MD – January 19, 2021 – Greenberg Advisors (“GA”) is pleased to announce the acquisition of Hunter Warfield’s (“HW”) commercial collection division by Brown & Joseph / Altus (“BJA”). GA represented BJA in facilitating the transaction. This deal underscores GA’s position as a market-leading advisor to well-run Accounts Receivable Management firms.

BJA, one of the largest commercial collection firms globally, expanded its client footprint and talent pool by absorbing HW’s growing commercial collection practice, enabling HW to focus on its consumer collections business.

“I’ve known the shareholder of HW for at least 15 years, so when it was time for them to consider divesting this business unit, they turned to GA,” noted Brian Greenberg, CEO of GA.

Casey Krasko, Associate at GA, added, “This corporate carve-out was such a good strategic fit for both buyer and seller, which helped expedite the diligence process making it one of the faster transactions we completed this year.”

The transaction came to fruition as a result of a buy-side acquisition program that Greenberg Advisors leads for BJA. It closed in Q4 2020 and is one of five transactions that GA completed in 2020.

About Greenberg Advisors

Greenberg Advisors, LLC is an independent investment bank providing world-class M&A and strategic advisory solutions to Business Services and Technology companies in the Accounts Receivable Management (ARM), Revenue Cycle Management (RCM), Healthcare Information Technology (HCIT), and Business Process Outsourcing (BPO) sectors.

Focused on these sectors for nearly 25 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 135 M&A, capital raising, valuation, and strategic advisory engagements. These client successes reflect Greenberg’s distinct client-first approach, deep sector expertise, objective point of view, and work ethic.

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