



## AMERICAS | Middle Markets

CONGRATULATIONS:

DEAL WINNERS *of the* YEAR, 2017  
OUTSTANDING FIRM FINALISTS

### 9<sup>th</sup> ANNUAL NETWORKING GALA CELEBRATIONS

**November 2<sup>nd</sup>, 2017.**

Intrepid Museum & The Sheraton Times Square  
New York, USA

Global M&A Network congratulates deal awards winners and distinguished group of outstanding firm finalists for the one and only, AMERICAS M&A ATLAS AWARDS, Middle Markets.

World's most prestigious awards, singularly honors excellence for executing growth-generating and value creating transactions from the Americas mid-market segments.

In a highly competitive process, 810 unique transactions were analyzed per eligibility standards to compete in various categories of industry sectors, private equity, corporate and cross border "Deal of the Year" top honors.

#### **PRESTIGE:**

Winning the award equates to achieving the "Gold Standard of Performance" seal of endorsement, validating excellence, and preeminent status in the local, regional or global markets since the winners are selected on "transaction performance merits", team expertise and record of accomplishments.

#### **WHAT to DO? NEXT STEPS.**

Congrats on making the distinguished group of winners. Please contact us for additional information.

Significantly, as an advisor to the winning transaction, kindly confirm your deal team and firm guests for the Americas Growth Forum held during the day and the gala party to accept your + the firm's treasured winner trophy.

*Participate, Profit + Gain Intelligence at:*

#### **AMERICAS GROWTH Intelligence Forum**

8.30 am – 3.00 pm • Sheraton Times Sq, New York.

Americas M&A Industries Deal Awards are presented during the Forum, and remainder of the awards are presented in conjunction with the Global Major Markets Awards at the Intrepid Museum. All registered guests are invited at the dinner gala party at the Museum.

Enquiries to Participate + Registrations, Contact:

Raj Kashyap (US) ☎ 914.886.3085 ✉ [raj@globalmanetwork.com](mailto:raj@globalmanetwork.com)



HOST:

[globalM&Anetwork](http://globalM&Anetwork.com)  
perfecting global opportunities



THE M&A  
ATLAS  
AWARDS

AMERICAS  
Middle Markets



**9<sup>th</sup> ANNUAL GALA & DINNER CEREMONY**  
6.00 pm, November 2, 2017, Intrepid Museum, NY.

**AMERICA: Deal Award Winners:**

**AMERICA M&A DEAL of the YEAR** | Size Range \$5 to \$50 million.

**WINNER:** The Eastern Company acquires Velvac Holdings from Prospect Partners.

**AMERICA M&A DEAL of the YEAR** | Size Range \$50 to \$150 million.

**WINNER:** Carter's acquires Skip Hop Holdings from Fireman Capital Partners.

**AMERICA M&A DEAL of the YEAR** | Size Range \$100 to \$250 million.

**WINNER:** PayPal acquires TIO Networks.

**AMERICA M&A DEAL of the YEAR** | Size Range \$250 to \$500 million.

**WINNER:** New Mountain Capital acquires TRC.

**AMERICA M&A DEAL of the YEAR** | Size Range \$500 to \$1 billion.

**WINNER:** Polaris Industries acquisition of Transamerican Auto Parts Company.

*Standards: Best growth generating transaction, any sector from the North American region.*

**CROSS BORDER M&A DEAL of the YEAR** | Small Markets, Size Range \$5 to \$50 million.

**WINNER:** Suprajit Engineering acquires Wescon Controls from Nova Capital.

**CROSS BORDER M&A DEAL of the YEAR** | Small Mid Markets, Size Range \$50 to \$100 million.

**WINNER:** D'Orazio Capital Partners acquires Outokumpu Stainless Plate from Outokumpu Oyj (Newcastle Stainless Plate).

**CROSS BORDER M&A DEAL of the YEAR** | Middle Markets, Size Range \$100 to less than \$200 million.

**WINNER:** Nissha Printing acquires Graphic Controls from WestView Capital.

**CROSS BORDER M&A DEAL of the YEAR** | Large Mid Markets, Size Range \$200 to less than 500 million.

**WINNER:** Viacom acquires Televisión Federal (Telefe) from Telefónica.

**CROSS BORDER M&A DEAL of the YEAR** | Large, Size Range \$500 to \$1 billion.

**WINNER:** Appirio acquisition by Wipro.

*Standards: Best value-creating cross-border transaction, any sector from the Americas.*

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Registration:**

**Confirm Participation & Reserve Firm Table for Forum + World's Most Prestigious Awards!**  
Raj Kashyap (USA) ☎ 914.886.3085 ✉ raj@globalmanetwork.com

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**AMERICA:** *Private Equity Deal Award Winners:*

**AMERICA PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$5 to \$100 million.*

**WINNER:** The Riverside Company acquires Information Technologies.

**AMERICA PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$100 to \$200 million.*

**WINNER:** H.I.G. Capital acquisition of Pico Digital, and combination with ATX Networks.

**AMERICA PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$200 to \$500 million.*

**WINNER:** Marlin Equity Partners acquires Tangoe, and combination with Asentinel.

**AMERICA PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$500 to \$750 million.*

**WINNER:** Gridiron Capital acquires Rough Country from Audax Private Equity.

**AMERICA PRIVATE EQUITY DEAL of the YEAR** | *Size Range above \$750.*

**WINNER:** Stone Point Capital and Kohlberg Kravis Roberts acquisition of Focus Financial Partners from Centerbridge Partners, Summit Partners and Polaris Partners.

*Standards: Best value-creating private equity acquisition any sector, including add-on acquisitions from North America.*

**AMERICA:** *Corporate Deal Award Winners:*

**AMERICA CORPORATE M&A DEAL of the YEAR** | *Size Range \$5 to \$50 million.*

**WINNER:** Trinity EPI, a subsidiary of Trinity Industries acquires Efficiency Production.

**AMERICA CORPORATE M&A DEAL of the YEAR** | *Size Range \$50 to \$200 million.*

**WINNER:** Deluxe Corporation acquires First Manhattan Consulting Group.

**AMERICA CORPORATE M&A DEAL of the YEAR** | *Size Range \$200 to \$500 million.*

**WINNER:** Windstream acquires Broadview Networks.

**AMERICA CORPORATE M&A DEAL of the YEAR** | *Size Range \$500 to \$ 750 million.*

**WINNER:** Dex Media acquires YP from Cerberus Capital.

**AMERICA CORPORATE M&A DEAL of the YEAR** | *Size Range \$750 to \$ 1 billion.*

**WINNER:** Prestige Brands acquires C.B. Fleet from Gryphon Investors.

*Standards: Best value-creating corporate divestiture, merger or acquisition any sector.*

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**LATIN AMERICA** *Deal Award Winners:*

**LATIN AMERICA M&A DEAL of the YEAR**

**WINNER:** American Tower acquires communications towers from Telefonica Celular del Paraguay, subsidiary of Millicom International Cellular.

**LATIN AMERICA PRIVATE EQUITY DEAL of the YEAR**

**WINNER:** GTM, portfolio company of Advent International acquires quantiQ from Braskem.

*Standards: Best value-creating transaction, any sector involving the South Americas.*

**U.S.A:** *Deal Award Winners:*

**U.S.A. M&A DEAL of the YEAR** | *Size Range \$5 to \$50 million.*

**WINNER:** Steve Madden acquires of Schwartz & Benjamin.

**U.S.A. M&A DEAL of the YEAR** | *Size Range \$50 to \$100 million.*

**WINNER:** Alpine Investors and SBIC acquires HealthComp.

**U.S.A. M&A DEAL of the YEAR** | *Size Range \$100 to \$250 million.*

**WINNER:** Tailwind Capital acquires of MetroGistics.

**U.S.A. M&A DEAL of the YEAR** | *Size Range \$250 to \$500 million.*

**WINNER:** KMG Chemicals acquires of Flowchem from Arsenal Capital Partners.

**U.S.A. M&A DEAL of the YEAR** | *Size Range \$500 to below a billion.*

**WINNER:** GTCR sale of NewWave Communications (Rural Broadband) to Cable One.

*Standards: Best value-creating transaction, any sector including add-on acquisitions from United States.*

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**U.S.A:** *Corporate Deal Award Winners:*

**U.S.A. CORPORATE M&A DEAL of the YEAR** | *Size Range \$5 to \$ 50 million.*

**WINNER:** Smoke Free Technologies d/b/a VaporBeast acquisition by Turning Point Brands.

**U.S.A. CORPORATE M&A DEAL of the YEAR** | *Size Range \$50 to \$100 million.*

**WINNER:** Dentsu Aegis Network acquires Leapfrog Online, and combination with iProspect.

**U.S.A. CORPORATE M&A DEAL of the YEAR** | *Size Range \$150 to \$ 250 million.*

**WINNER:** Farmland Partners merger with American Farmland Company.

**U.S.A. CORPORATE M&A DEAL of the YEAR** | *Size Range \$300 to \$500 million.*

**WINNER:** J2 Global and Ziff Davis acquires Everyday Health.

**U.S.A. CORPORATE M&A DEAL of the YEAR** | *Size Range \$500 to \$1 billion.*

**WINNER:** RetailMeNot acquisition by Harland Clarke.

*Standards: Best value-creating corporate divestiture, merger or acquisition any sector.*

**U.S.A:** *Private Equity Deal Award Winners:*

**U.S.A. PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$5 to \$50 million.*

**WINNER:** Clio Holdings, portfolio company of Oakland Standard, O2 Investments, Tecum Capital acquisition of Top Master from CID Capital.

**U.S.A. PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$50 to \$125 million.*

**WINNER:** Insight Venture Partners acquisition stake in Zyme.

**U.S.A. PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$125 to \$200 million.*

**WINNER:** SK Capital acquires D.B. Western (Foremark Performance Chemicals).

**U.S.A. PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$200 to \$500 million.*

**WINNER:** Francisco Partners acquisition stake in Prometheus Group.

**U.S.A. PRIVATE EQUITY DEAL of the YEAR** | *Size Range \$500 to below a billion.*

**WINNER:** Bain Capital acquisition of Epic Health Services from Webster Capital.

*Standards: Best value-creating private equity acquisition any sector, including portfolio company add-ons.*

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**U.S.A:** *Growth Financing Deal Award Winners:*

**U.S.A. STRATEGIC INVESTMENT DEAL of the YEAR**

**WINNER:** Smithfield Foods, Campbell Soup Company and Fresh Direct strategic partnership investment in Chef'd.

**U.S.A GROWTH EQUITY INVESTMENT DEAL of the YEAR**

**WINNER:** DFW Capital Partners acquisition stake in Children's Dental Health Associates.

**U.S.A. GROWTH FINANCE DEAL of the YEAR**

**WINNER:** Refinance of PetVet Care Centers, a portfolio company of Ontario Teachers' Pension Plan.

**OUTSTANDING INVESTORS,** *Distinguished Awards Finalists:*

**AMERICA PRIVATE EQUITY FIRM of the YEAR** | Large Mid-Markets

American Securities  
GTCR  
Marlin Equity Partners  
New Mountain Capital

**AMERICA PRIVATE EQUITY FIRM of the YEAR** | Middle Markets

Gridiron Capital  
H.I.G Capital  
Kohlberg & Co  
Webster Capital

**AMERICA PRIVATE EQUITY FIRM of the YEAR** | Small Mid Markets

Audax Private Equity  
Huron Capital Partners  
Incline Equity  
The Riverside Company

*Firm Performance Evaluation Standards: (1) Notable transactions closed in the stated timeframe; (2) Team expertise and leadership, record of investments and exits transactions.*

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**AMERICAS OUTSTANDING  
MIDDLE MARKET M&A FIRMS, Distinguished Awards Finalists:**

**AMERICA M&A  
INVESTMENT BANK of the YEAR**

BMO Capital  
Houlihan Lokey  
Jefferies  
Robert W. Baird  
Raymond James  
Stifel

**AMERICA M&A  
LAW FIRM of the YEAR**

DLA Piper  
Goodwin Procter  
Jones Day  
Hogan Lovells  
Kirkland & Ellis  
King & Spalding  
McDermott Will & Emery

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe involving the North Americas; (2) Mid-market segment qualified as deal size below 750 million USD; (3) Improvement in terms of volume and values as a primary advisor; (4) Firm expertise, execution track record, team leadership and client service.*

**LATIN AMERICA  
INVESTMENT BANK of the YEAR**

Banco Itau BBA  
Bradesco BBI  
BTG Pactual  
PwC  
UBS Investment Bank

**LATIN AMERICA LAW FIRM  
LAW FIRM of the YEAR**

Clifford Chance  
Jones Day  
Lobo & de Rizzo Advogados  
Mattos Filho Veiga Filho Marrey Jr e Quiroga  
Machado, Meyer, Sendacz e Opice

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe involving the South Americas; (2) Mid-market segment qualified as deal size below 750 million USD; (3) Improvement in terms of volume and values as primary advisor; (4) Firm expertise, deal execution track record, team leadership and importantly, client service.*

**AMERICA PRIVATE EQUITY DEALS  
INVESTMENT BANK of the YEAR | MID-MARKETS**

Harris Williams  
Lincoln International  
Robert W. Baird  
RBC Capital  
William Blair

**AMERICA PRIVATE EQUITY DEALS  
LAW FIRM of the YEAR | MID-MARKETS**

Goodwin Procter  
Kirkland & Ellis  
Paul Hastings  
Ropes & Gray  
Weil Gotshal & Manges  
Willkie Farr & Gallagher

*Evaluative Criteria: (1) Notable mid-market buyout or sale transactions closed involving private equity firms; (2) Mid-market segment qualified as deal size below 750 million USD; (3) Improvement in terms of volume and values as primary advisor; (4) Firm expertise, deal execution track record, team leadership and client service.*

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**U.S.A. OUTSTANDING MIDDLE MARKET M&A FIRMS, Distinguished Awards Finalists:**

U.S.A.  
**INVESTMENT BANK of the YEAR**  
D.A. Davidson Investment Bank  
Harris & Williams  
KeyBanc Capital Markets  
Raymond James  
SunTrust Robinson Humphrey

*Evaluative Criteria: (1) Notable mid-market buyout or trade sale transactions closed representing US domestic clients; (2) Mid-market segment qualified as deal size below 500 million USD; (3) Improvement in terms of volume and values as primary advisor; (4) Firm expertise, deal execution track record, team leadership and client service.*

U.S.A.  
**LAW FIRM of the YEAR**  
DLA Piper  
Hogan Lovells  
Hunton & Williams  
McDermott Will & Emery  
Paul Hastings

U.S.A. INVESTMENT BANK  
*of the YEAR* | SMALL to MID MARKETS  
BB&T Capital  
Capstone Partners  
Cleary Gull  
Headwaters MB  
TM Capital

*Evaluative Criteria: (1) Notable mid-market transactions closed representing US domestic clients; (2) Small mid-market advisory role pre-dominately in segment qualified as deal size below 500 million USD; (3) Improvement in terms of volume and values as primary advisor; (4) Firm expertise, deal execution track record, team leadership and client service.*

U.S.A. LAW FIRM  
*of the YEAR* | SMALL to MID MARKETS  
Cooley  
Goodwin Procter  
King & Spalding  
Morrison & Foerster  
Troutman Sanders

U.S.A. LENDER *of the YEAR* | SMALL MID-MARKETS  
Monroe Capital  
NXT Capital  
Triangle Capital

U.S.A. FAIRNESS OPINION  
ADVISOR *of the YEAR* | SMALL MID MARKETS  
Duff & Phelps  
Prairie Capital Advisors  
Stout Risius Ross

TRANSACTIONS  
ADVISOR *of the YEAR* | MID MARKETS  
Grant Thornton  
Deloitte  
KPMG  
PwC

M&A STRATEGY CONSULTING FIRM *of the YEAR*  
Alvarez & Marsal  
FTI Consulting  
PwC Strategy

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**U.S.A. OUTSTANDING  
BOUTIQUE M&A INVESTMENT BANKS, Distinguished Awards Finalists:**

**HEALTHCARE SERVICES  
INVESTMENT BANK of the YEAR | BOUTIQUE**  
MTS Health Partners  
Provident Healthcare Partners  
Ziegler Investment Banking

**TECHNOLOGY  
INVESTMENT BANK of the YEAR | BOUTIQUE**  
Petsky Prunier  
Signal Hill  
Spurrier Capital Partners

**U.S.A BOUTIQUE INVESTMENT BANK of the YEAR**  
Clayton Capital Partners  
Cleary Gull  
Headwaters MB  
Jordan Knauff & Company  
P&M Corporate Finance  
Prairie Capital Advisors

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe predominately involving USA counterparties exclusive by speciality; (2) Transaction size predominately in range of \$5 - \$250 million. (3) Firm expertise, track record, team leadership and client service.*

**U.S.A. OUTSTANDING  
M&A LAW FIRMS, Distinguished Awards Finalists:**

**HEALTHCARE & LIFE SCIENCES  
LAW FIRM of the YEAR**  
Cooley  
McDermott Will & Emery  
Pepper Hamilton  
Wilmer Cutler Pickering Hale & Dorr

**TECHNOLOGY  
LAW FIRM of the YEAR**  
Goodwin Procter  
Fenwick & West  
Morrison & Foerster  
Wilson Sonsini Goodrich & Rosati

*Evaluative Criteria: (1) Notable transaction completed in the stated timeframe predominately involving USA counterparties exclusive by speciality; (2) Mid-market transaction predominately in range of \$5 - \$250 million. (3) Firm expertise, track record, team leadership and client service.*

**GLOBAL M&A  
VIRTUAL DATA ROOM FIRM of the YEAR  
WINNER: Venue® Data Rooms, Donnelley Financial Solutions**

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## **AMERICAS INDUSTRIES, Deal Awards Winners**

*Note: Industry Award Winners are Honored during the Americas Growth Forum, Sheraton Times Square.*

### **CONSUMER + Sub Sectors**

#### **CONSUMER GOODS M&A DEAL *of the YEAR***

**WINNER:** Thermos acquires Lifefactory.

#### **FOOD & BEVERAGE M&A DEAL *of the YEAR***

**WINNER:** B&G Foods acquires Victoria Fine Foods from Huron Capital Partners.

#### **HOSPITALITY & SERVICES M&A DEAL *of the YEAR***

**WINNER:** Darden Restaurants acquires Cheddar's Scratch Kitchen from L Catterton and Oak Investment Partners.

#### **NUTRITION & HEALTH M&A DEAL *of the YEAR***

**WINNER:** Sale of American Lifeline to Clarion Brands, a portfolio company of Swander Pace Capital.

#### **PRODUCTS & SERVICES M&A DEAL *of the YEAR***

**WINNER:** Gridiron Capital acquisition stake in LeafFilter North America.

#### **RECREATION & WELLNESS M&A DEAL *of the YEAR***

**WINNER:** Full Swing Golf acquisition stake by North Castle Partners and TopGolf Entertainment.

#### **RETAIL SERVICES M&A DEAL *of the YEAR***

**WINNER:** America's Auto Auction, a portfolio company of Trinity Hunt Partners acquisition of West Michigan Auto Auction.

#### **ENERGY M&A DEAL *of the YEAR***

**WINNER:** Callon Petroleum Company acquires oil and gas properties from American Resource Development.

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**MEDIA and MARKETING M&A DEAL of the YEAR**

**WINNER:** SpinMedia sale of SPIN, VIBE, Stereogum, and deathandtaxes, to The Hollywood Reporter-Billboard Media Group.

**FINANCE + Sub Sectors**

**FINANCIAL SERVICES M&A DEAL of the YEAR**

**WINNER:** Pacific Premier Bancorp acquires Heritage Oaks Bancorp.

**FINTECH M&A DEAL of the YEAR**

**WINNER:** Vela Trading acquires OptionsCity Software.

**INSURANCE M&A DEAL of the YEAR**

**WINNER:** Nationwide Mutual Insurance Company acquisition of Jefferson National Financial.

**TECH + Sub Sectors**

**TECHNOLOGY M&A DEAL of the YEAR**

**WINNER:** Cisco Systems acquires Viptela.

**TELECOM M&A DEAL of the YEAR**

**WINNER:** Uniti Group acquires Southern Light.

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**9<sup>th</sup> ANNUAL GALA & DINNER CEREMONY**  
6.00 pm, November 2, 2017, Intrepid Museum, NY.

**AMERICAS INDUSTRIES, Deal Awards Winners**

*Note: Industry Award Winners are Honored during the Americas Growth Forum, Sheraton Times Square.*

**HEALTHCARE + Sub Sectors**

**MEDICAL DEVICES DEAL of the YEAR**

**WINNER:** Young Innovations acquisition of American Eagle Instruments.

**HEALTHCARE SERVICES DEAL of the YEAR**

**WINNER:** Audax Group acquisition of Women's Health Care Group and combination with Regional Women's Health Group. (Axia Women's Health.)

**HEALTHCARE IT & SERVICES DEAL of the YEAR**

**WINNER:** Teladoc acquires Best Doctors.

**PHARMA DEAL of the YEAR**

**WINNER:** Sucampo Pharmaceuticals acquires Vtesse.

**INDUSTRIALS + Sub Sectors**

**CHEMICALS & MATERIALS M&A DEAL of the YEAR**

**WINNER:** American Securities acquires Chromaflow Technologies from Arsenal Capital Partners and Nordic Capital.

**MANUFACTURING M&A DEAL of the YEAR**

**WINNER:** LFM Capital acquisition of EDSCO Fasteners from Validor Capital.

**PLASTICS & PACKAGING M&A DEAL of the YEAR**

**WINNER:** Parkway Products, portfolio company of Capital Partners acquisition of LMR Plastics from Leonard Industries Manufacturing.

**TRANSPORT & LOGISTICS M&A of the YEAR**

**WINNER:** ATL Partners and British Columbia Investment Management Corporation bcIMC acquisition stake Pilot Freight Services.

*Participate, Profit + Gain Intelligence at:*

**AMERICAS GROWTH Intelligence Forum** | 8.30 am – 3.00 pm • Sheraton Times Sq, New York.

Americas M&A Industries Deal Awards are presented during the Forum at the Sheraton location. The remainder of the awards are presented in the evening in conjunction with the Global Major Markets Awards at the Intrepid Museum. All registered and confirmed guests are invited at the dinner gala party.

**ENQUIRIES +  
Registration:**

**Confirm Participation & Reserve Firm Table for Forum + World's Most Prestigious Awards!**  
Raj Kashyap (USA) ☎ 914.886.3085 ✉ raj@globalmanetwork.com

**Note:** M&A Atlas Awards reserves the right to review and revise awards categories. (2008-2017©).