



THE **M&A**  
**ATLAS**  
AWARDS

AMERICAS  
Middle Markets



CONGRATULATIONS  
*to the*  
**2015 WINNERS!**

**October 29, 2015:** Global M&A Network, honored the winners the **AMERICAS M&A ATLAS AWARDS** in forty-eight “Deals”, four “DealMaker Team”, eighteen “Outstanding Firms” of the year categories, along with Mr. Euan Rellie, senior managing director and co-founder of BDA Partners, as the recipient of the “*Leadership Achievement*” award during the 7<sup>th</sup> annual awards gala and dinner, held at the Harvard Hall at the Harvard Club of New York, on the evening of October 28, 2015.

Jim Bunn, senior managing director and head of investment banking at Raymond James, received the “*M&A Investment Banker*” accolade, while Ronald Miller, managing director at Cleary Gull, was awarded the “*Boutique M&A Investment Banker*” award; Scott Johnson won the “*Private Equity DealMaker, SME*” trophy; and Spencer Klein, partner, at Morrison & Foerster, was awarded the “*Lawyer*” of the year honors.

“The winners have achieved the highest performance and deal execution standards, representing the very best from a highly competitive mid-markets segment. We wish them many success for the year ahead.” Shanta Kumari, CEO and Global Group Editor, Global M&A Network.

Outstanding firm awards winner’s included – William Blair winning the “*M&A Investment Bank*” accolade for the 5<sup>th</sup> time in seven years; Hogan Lovells, won the “*M&A Law Firm*”, top honors for the 1<sup>st</sup> time; Huron Capital Partners and High Road Capital were awarded “*Private Equity Firm*” awards for middle markets and small mid-markets respectively; ACON Investments received the “*South America Private Equity Firm*” award for the 2<sup>nd</sup> time; KeyBanc Capital received the “*U.S.A M&A Investment Bank*” accolade for the 1<sup>st</sup> time. Capstone Partners, Headwaters MB, Signal Hill, Provident Healthcare, and BDA Partners won the boutique M&A investment bank accolades among new categories of awards. McDermott Will & Emery, LLP received the “*Healthcare M&A Law Firm*” award and Fenwick & West won the “*Technology M&A Law*” firm accolade, as part of new award categories by industry segments.

Once again, Ares Capital and Monroe Capital were awarded the “*Middle Market Lender*” and “*Small Mid-Market Lender*” top honors; while Golub Capital won the “*Lender of the Year*” award for larger mid-market segments. Intralinks received the “*M&A Technology Solutions Provider of the Year*”, while FTI Strategic Communications was awarded the coveted “*Public Relations Firm*” award.

**about: AMERICAS M&A ATLAS AWARDS, Middle Markets:** Part of the world’s most prestigious industry awards, exclusively honors excellence for executing best value-generating deals, top dealmaker teams and outstanding firms from the North and South Americas.

**Prestige:** Winning the M&A ATLAS AWARDS equates to achieving the highest “*Gold Standard of Performance*” acclaim locally, regionally and globally since the winners are selected independently for successfully closing the best value-generating transactions. Award validates deal team expertise as well as the organization’s competitive brand leadership position.

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WINNERS HONORED, 7<sup>th</sup> ANNUAL AWARDS GALA, October 28, 2015, Harvard Club.

**PROFESSIONALS & DEALMAKER TEAM, *award winners***



**LEADERSHIP ACHIEVEMENT, *Award Recipient of the Year***

**EUAN RELLIE**

Co-founder and Senior Managing Director, BDA Partners

Euan Rellie is co-founder and Senior Managing Director of BDA, based in New York. He is also President of BDA Advisors, the firm's registered broker-dealer. Since founding BDA in 1996, Mr. Rellie has lived in Singapore, New York and London, and worked in China, Taiwan, Korea, Japan, India and the Middle East. BDA Partners has emerged as one of the leading boutique investment banks, specializing in the small middle market, cross-border transactions especially relating to the wider Asia Pacific regions.



**PRIVATE EQUITY DEALMAKER *of the Year* | *Small Middle Markets, segments.***

**SCOTT JOHNSON**

Founder and CEO, SJ Partners

Scott Johnson is the founder and CEO of SJ Partners, a middle market private equity firm established in 2001. Most recently, SJ Partners sold its stake in Spectrio, a full-service audio and marketing company to The Riverside Company. After its initial investment, SJP worked with management of Spectrio, made subsequent equity investments to support Spectrio's 14 add-on acquisitions as well as strategic diversification into vertical markets including digital signage industry.



**INVESTMENT BANKER *of the Year***

**JAMES E. BUNN**

Senior Managing Director, Head of Investment Banking, Raymond James

Jim Bunn joined Raymond James in 2009 as part of the firm's acquisition of boutique firm Lane Berry where he managed the Financial Technology and Technology Services practices. Prior to his current role, Mr. Bunn was Co-Head of the Technology Services investment banking group. Under his leadership, Raymond James has become one of the top financial advisor specifically in the technology, financial technology and related industries.



**BOUTIQUE INVESTMENT BANKER *of the Year***

**RONALD D. MILLER**

Managing Director, Head of Investment Banking, Cleary Gull

Ronald Miller is a Managing Director and member of the firm's Board of Directors. With over 27 years of experience, he has advised on numerous transactions representing approximately \$8 billion in value. Mr. Miller advised on M&A Atlas Awards winning deal – Fox River Enterprise combination with Rolland Enterprise, an affiliate of H.I.G Capital.



**LAWYER *of the Year***

**SPENCER D. KLEIN**

Partner, Co-chair of Global M&A Group, Morrison & Foerster LLP

Spencer Klein has advised on more than 150 deals, from middle market segments to multi-billion domestic and cross-border transactions. Over the years, Mr. Klein has advised on many M&A Atlas Awards winning deals, including advising on award winning deal - Catalyst Bioscience merger with Targacept.



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**OUTSTANDING  
PRIVATE EQUITY FIRM** *of the YEAR, award winners*

PRIVATE EQUITY FIRM *of the YEAR, Winner: Huron Capital Partners.*

PRIVATE EQUITY FIRM *of the YEAR | SMALL MARKETS, Winner: High Road Capital Partners.*

SOUTH AMERICA, PRIVATE EQUITY FIRM *of the YEAR, Winner: ACON Investments.*

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**OUTSTANDING M&A  
INVESTMENT BANK** *of the YEAR, award winners*

INVESTMENT BANK *of the YEAR, Winner: William Blair & Company.*

U.S.A INVESTMENT BANK *of the YEAR, Winner: KeyBanc Capital Markets.*

BOUTIQUE INVESTMENT BANK *of the YEAR | SMALL MID MARKETS, Winner: Capstone Partners.*

BOUTIQUE INVESTMENT BANK *of the YEAR | SMALL MARKETS, Winner: Headwaters MB.*

BOUTIQUE INVESTMENT BANK *of the YEAR | SMALL MARKETS, Winner: BDA Partners.*

BOUTIQUE INVESTMENT BANK *of the YEAR | HEALTHCARE, Winner: Provident Healthcare Partners.*

BOUTIQUE INVESTMENT BANK *of the YEAR | TECHNOLOGY, Winner: Signal Hill.*

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**OUTSTANDING M&A  
LAW FIRM** *of the YEAR, award winners*

LAW FIRM *of the YEAR, Winner: Hogan Lovells, LLP.*

LAW FIRM *of the YEAR | HEALTHCARE, Winner: McDermott Will & Emery, LLP.*

LAW FIRM *of the YEAR | TECHNOLOGY, Winner: Fenwick & West, LLP.*

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**OUTSTANDING  
LENDER** *of the YEAR, award winners*

LENDER *of the YEAR, Winner: Golub Capital*

MIDDLE MARKETS LENDER *of the YEAR, Winner: Ares Capital*

SMALL MIDDLE MARKETS LENDER *of the YEAR, Winner: Monroe Capital*

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**OUTSTANDING  
PUBLIC RELATIONS FIRM** *of the YEAR, Winner: FTI Strategic Communications*

**OUTSTANDING  
TECHNOLOGY SOLUTIONS PROVIDER** *of the YEAR, Winner: Intralinks*



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**AMERICAS DEAL**, *award winners*

*DEAL of the Year | Small Markets*

**WINNER:** Catalyst Bioscience merger with Targacept.

*Winner Circle:* Morrison & Foerster, legal advisor to Catalyst Bioscience.

*DEAL of the Year | Small Middle Markets*

**WINNER:** Igloo Products, a portfolio company of ACON Investments acquisition of Cool Gear International.

*Winner Circle:* ACON Investments, Headwaters MB financial advisor, and Hogan Lovells, legal advisor to ACON Investments.

*DEAL of the Year | Middle Markets*

**WINNER:** The WhiteWave Foods Company acquisition of So Delicious® Dairy Free.

*Winner Circle:* Haynes & Boone, legal advisor to The Whitewave Foods Company.

*DEAL of the Year | Large Middle Markets*

**WINNER:** Corning acquisition of TR Manufacturing.

*Winner Circle:* Capstone Partners, financial advisor to TR Manufacturing.

*DEAL of the Year | Large Markets*

**WINNER:** Acorda Therapeutics acquisition of Civitas Therapeutics.

*Winner Circle:* Cadwalader, Wickersham & Taft, legal advisor to Acorda Therapeutics.

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*CROSS BORDER DEAL of the Year | Middle Markets*

**WINNER:** Tech Mahindra acquisition of Lightbridge Communications Corporation.

*Winner Circle:* Tech Mahindra, a subsidiary of Mahindra Group.

*CROSS BORDER DEAL of the Year | Large Markets*

**DEAL WINNER:** Gemalto acquisition of SafeNet.

*Winner Circle:* Hogan Lovells, legal advisor to Gemalto.

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**REGIONAL DEAL AWARD, winners**

**NORTH AMERICA DEAL of the Year | Small Markets**

**WINNER:** SJ Partners sale of Spectrio to The Riverside Company.

**Winner Circle:** SJ Partners, Kramer Levin Naftalis & Frankel, legal advisor to SJ Partners.

**NORTH AMERICA DEAL of the Year | Small Middle Markets**

**WINNER:** Fox River Fiber acquisition by Rolland Enterprises, a portfolio company of H.I.G Capital.

**Winner Circle:** Cleary Gull financial advisor, McDermott Will & Emery, legal advisor to H.I.G Capital.

**NORTH AMERICA DEAL of the Year | Middle Markets**

**WINNER:** Ravn Air Group acquisition by J.F Lehman in partnership with W Capital and Bob Hajdukovich.

**Winner Circle:** Headwaters MB, financial advisor, to Ravn Air.

**NORTH AMERICA DEAL of the Year | Large Middle Markets**

**WINNER:** Cerberus Capital Management and Traxis Group sale of Blue Bird to Hennessy Capital Acquisition.

**Winner Circle:** BMO Capital, financial advisor to Hennessy Capital, Schulte Roth & Zabel, legal advisor to Cerberus Capital.

**NORTH AMERICA DEAL of the Year | Large Markets**

**WINNER:** A. Schulman acquisition of Citadel Plastics from HGGC and Charlesbank Capital Partners.

**Winner Circle:** KeyBanc Capital Markets, financial advisor to sell-side.

**NORTH AMERICA CORPORATE DEAL of the Year | Small Middle Markets**

**WINNER:** ARRIS Group and Charter Communications joint venture acquisition of ActiveVideo.

**Winner Circle:** Troutman & Sanders, legal advisor to ARRIS Group, Fenwick & West, legal advisor to ActiveVideo.

**NORTH AMERICA CORPORATE DEAL of the Year | Middle Markets**

**WINNER:** Sale of Bluemercury to Macy's.

**Winner Circle:** Patterson Belknap Webb & Tyler, legal advisor to sell-side.

**NORTH AMERICA CORPORATE DEAL of the Year | Large Markets**

**WINNER:** Raytheon Company acquisition of Blackbird Technologies.

**Winner Circle:** Hunton & Williams, legal advisor to Raytheon.

**NORTH AMERICA PRIVATE EQUITY DEAL of the Year | Small Middle Markets**

**WINNER:** Winona Capital investment in Diono.

**Winner Circle:** ROTH Capital, financial advisor to Diono.

**NORTH AMERICA PRIVATE EQUITY DEAL of the Year | Middle Markets**

**WINNER:** Stone Point Capital acquisition of Oasis Outsourcing.

**Winner Circle:** Kramer Levin Naftalis & Frankel, legal advisor to Stone Point Capital.

**NORTH AMERICA PRIVATE EQUITY DEAL of the Year | Upper Middle Markets**

**WINNER:** Gryphon Investors acquisition of C. B. Fleet Company.

**Winner Circle:** Hunton & Williams, legal advisor to C.B. Fleet.

**NORTH AMERICA PRIVATE EQUITY DEAL of the Year | Large Markets**

**WINNER:** New Mountain Capital acquisition of Zep.

**Winner Circle:** KeyBanc Capital, financial advisor to Zep.



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## **REGIONAL DEAL AWARD, winners**

### **SOUTH AMERICA DEAL *of the Year***

**WINNER:** TIVIT acquisition of Synapsis.

*Winner Circle:* Veirano Advogados, legal advisor.

### **SOUTH AMERICA PRIVATE EQUITY DEAL *of the Year***

**WINNER:** ACON Investments acquisition stake in Intecplast.

*Winner Circle:* ACON Investments.

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## **COUNTRY DEAL, award winners**

### **BRAZIL DEAL *of the Year***

**WINNER:** DeVry Brasil, subsidiary of DeVry Education Group acquisition of Damásio Educacional. *Winner*

*Circle:* BMO Capital, financial advisor, Veirano Advogados, legal advisor to DeVry.

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### **CANADA DEAL *of the Year***

**WINNER:** Alltech acquisition of Ridley from Fairfax Financial Holdings.

*Winner Circle:* Hogan Lovells, legal advisor to Alltech.

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### **MEXICO DEAL *of the Year***

**WINNER:** Restaurantes Toks, subsidiary of Grupo Gigante, acquisition of Restaurantes California from Controladora Comercial Mexicana.

*Winner Circle:* Grupo Gigante.

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### **U.S.A. PRIVATE EQUITY DEAL *of the Year* | Middle Markets**

**WINNER:** Bridge Growth Partners acquisition of CRGT from Veritas Capital.

*Winner Circle:* Schulte Roth & Zabel, legal advisor to Veritas Capital.

### **U.S.A. PRIVATE EQUITY DEAL *of the Year* | Small Middle Markets**

**WINNER:** Huron Capital Partners acquisition of Electronic Control Systems and Green Total Solutions, assimilation with Albireo Energy platform.

*Winner Circle:* Huron Capital Partners.

### **U.S.A. RECAPITALIZATION DEAL *of the Year***

**WINNER:** Penn Education Group recapitalization by The Vistria Group.

*Winner Circle:* Capstone Partners financial advisor to Penn Education Group.

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### **U.S.A. GROWTH INVESTMENT *of the Year***

**WINNER:** Primus Capital investment in Forte Software.

*Winner Circle:* Forte Software, Signal Hill financial advisor to Forte, Foley & Lardner, legal advisor.

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### **U.S.A. DEAL *of the Year* | Small Markets**

**WINNER:** DoctorsXL acquisition by Etransmedia Technology.

*Winner Circle:* Provident Healthcare Partner, financial advisor to DoctorsXL.

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## **COUNTRY DEAL**, *award winners*

### **U.S.A. DEAL of the Year** | *Small Middle Markets*

**WINNER:** MA Federal acquisition by MA Federal Employee Stock Ownership Trust (iGov.).

**Winner Circle:** CSG Partners, financial advisor to MA Federal (iGov).

### **U.S.A. DEAL of the Year** | *Middle Markets*

**WINNER:** Pacific Ethanol acquisition of Aventine Renewable Energy Holdings.

**Winner Circle:** Troutman Sanders, legal advisor to Pacific Ethanol.

### **U.S.A. DEAL of the Year** | *Upper Middle Markets*

**WINNER:** Charlesbank Capital Partners and the Partners Group acquisition of Varsity Brands.

**Winner Circle:** Ares Capital, lender.

### **U.S.A. DEAL of the Year** | *Large Middle Markets*

**WINNER:** Under Armour acquisition of MyFitnessPal.

**Winner Circle:** Fenwick & West, legal advisor to MyFitnessPal.

### **U.S.A. DEAL of the Year** | *Large Markets*

**WINNER:** Sale of NBA team, The Atlanta Hawks Basketball Club to ATL Investco.

**Winner Circle:** DLA Piper, legal advisor to sell-side.

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## **AMERICAS INDUSTRY DEAL AWARD**, *winners*

### **CONSUMER GOODS DEAL of the Year**

**WINNER:** Wingate Partners acquisition of Myers Industries Lawn & Garden business (The HC Companies).

**Winner Circle:** Haynes & Boone, legal advisor to Wingate, William Blair & Co, financial advisor to Myers.

### **CONSUMER SERVICES DEAL of the Year**

**WINNER:** Lindblad Expeditions merger with Capitol Acquisition Corp (Lindblad Expeditions Holdings).

**Winner Circle:** Foley & Lardner, legal advisor to Lindblad.

### **CONSUMER RETAIL DEAL of the Year**

**WINNER:** RAM Family of Restaurants & Breweries acquisition by RAM Employee Stock Ownership Trust.

**Winner Circle:** CSG Partners.

### **ENERGY & SERVICES DEAL of the Year**

**WINNER:** Yuma Energy and Pyramid Oil merger.

**Winner Circle:** ROTH Capital.

### **MEDIA & MARKETING DEAL of the Year**

**WINNER:** High Road Capital Partners acquisition of Ariad Communications.

**Winner Circle:** High Road Capital Partners.

### **FINANCIAL SERVICES DEAL of the Year**

**WINNER:** C.A Bancorp merger with Crosswinds, Federated National & Transatlantic (Monarch National Insurance Company).

**Winner Circle:** Headwaters MB, financial advisor.



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**AMERICAS INDUSTRY DEAL AWARD, winners**

**FINANCIAL TECH & SERVICES DEAL *of the Year***

**WINNER:** Cardtronics acquisition of Columbus Data Services.

*Winner Circle:* Raymond James.

**HEALTHCARE B-to-B SERVICES DEAL *of the Year***

**WINNER:** Healthcare Appraisers acquisition by Healthcare Appraisers Employee Stock Ownership Trust.

*Winner Circle:* CSG Partners.

**HEALTHCARE DEAL *of the Year***

**WINNER:** Surgery Partners, a portfolio company of H.I.G acquisition of Symbion from Crestview Partners.

*Winner Circle:* McDermott Will & Emery, legal advisor to H.I.G Capital and Surgery Partners.

**INDUSTRIAL & MANUFACTURING DEAL *of the Year* | *Middle Market***

**WINNER:** SolAero Technologies, a portfolio company of Veritas Capital acquisition of Space Photovoltaics business from EMCORE Corporation.

*Winner Circle:* Raymond James, financial advisor to EMCORE, Schulte Roth & Zabel, legal advisor to Veritas Capital.

**PHARMA & MEDICAL DEVICES DEAL *of the Year***

**WINNER:** Linden Capital Partners acquisition of Flexan Corporation.

*Winner Circle:* Golub Capital, lender.

**PROFESSIONAL SERVICES DEAL *of the Year***

**WINNER:** The Select Family of Staffing Companies acquisition of EmployBridge Holding Company.

*Winner Circle:* William Blair & Co, financial advisor, sell-side.

**TECHNOLOGY & TELECOM DEAL *of the Year* | *Small Middle Market***

**WINNER:** Splunk acquisition of Caspida.

*Winner Circle:* Morrison & Foerster LLP, legal advisor.

**TECHNOLOGY & TELECOM DEAL *of the Year* | *Middle Market***

**WINNER:** CIENA acquisition of Cyan.

*Winner Circle:* Hogan Lovells, legal advisor.

**TRANSPORT & LOGISTICS DEAL *of the Year***

**WINNER:** The Pasha Group acquisition of Hawaii trade-lane business of Horizon Lines.

*Winner Circle:* Cadwalader, Wickersham & Taft LLP.