



AMERICAS Middle Markets

CONGRATULATIONS: WINNERS, 2017

November 3, 2017, New York: Global M&A Network, honored the winners the 9th Annual Americas M&A Atlas Awards in categories of Outstanding Firms, Dealmaker Professionals, Deals and illustrious Leaders at the privately hosted gala held at the Intrepid Museum, New York last night.

“We are delighted to honor the achievements of top players from the vibrant middle market communities. The winners represent vision and excellence for executing transactions in an increasingly competitive market-place. The evening also honored top deals and outstanding firms from the global mergers and acquisitions community. We wish all the winners continued success the year ahead.” Shanta Kumari, CEO and Global Group Editor, at Global M&A Network.

The evening honored **Mr. Thomas Burger**, Managing Partner, Co-founder of Gridiron Capital as the recipient of the “Private Equity Growth Leader”, and **Mr. Hiter Harris**, Managing Director, Co-founder, Harris Williams & Co, awarded the “M&A Leader Achievement” highest accolades of the year. The leadership award recipients in their unique way are exceptional executives, leading and building top-notch firms, growing companies, creating jobs and effecting numerous success stories.

Lyle Wilpon, Head of M&A, BMO Capital received the “Investment Banker”, and **Bill Nelson**, Partner at Haynes & Boone, won the “Lawyer of the Year”, prestigious accolades.

GTCR and Gridiron won in the Private Equity Firm award categories for Americas, while Goodwin Procter and Harris Williams, won in the Private Equity Law Firm and Investment Bank, categories.

Donnelly Financial, won the coveted Global M&A VDR and Services Firm top award, Finsbury won the Global M&A Public Relations Firm, Ernst & Young received the Global M&A Tax Advisor winner trophy, and FTI Consulting awarded the Global Consulting, Strategy and Communications Firm.

about: World’s most prestigious independently governed, the M&A Atlas Awards exclusively honors excellence in the categories of deals, top teams, outstanding firms and exceptional leaders. Winners are officially recognized at the gala and winner trophy celebrations, a gathering of top professionals and leaders from the deal communities.

Prestige: Winning the M&A Atlas Awards equates to achieving the highest “Gold Standard of Performance” seal of endorsement and validation locally, regionally or globally since the winners are selected based on the deal performance criteria, expertise, clients served and leadership.

Q, + Logo, Testimonials and Information, Kindly Contact:

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Host: Global M&A Network is a diversified digital media and conference connecting company. The company produces the industry’s most coveted – The M&A Atlas branded awards worldwide - from New York, Chicago, San Francisco, Hong Kong, Shanghai, Mumbai, to London.



LEADERSHIP ACHIEVEMENT

AWARD *Recipients of the Year*

about the award: Highest honor given to a c-level executive in admiration of their long-standing accomplishments, management talents, insights as well as influence and contributions made to advance and grow their respective organizations, industries and economy.



THOMAS A. BURGER, Jr.
Managing Partner, Co-Founder
Gridiron Capital.

Recipient Of:

PRIVATE EQUITY GROWTH LEADERSHIP
Award Recipient

From Industry: Middle Markets Private Equity, North America.



H. HITER HARRIS III
Managing Director, Co-founder
Harris Williams & Co

Recipient Of:

M&A LEADERSHIP
Award Recipient

From Industry: Middle Markets, Investment Bank, Law, or Services, North America.



DEALMAKERS

AWARD *Recipients of the Year*

about the award: Dealmaker team awards presented to professionals from the advisory industry per individual track-record, expertise as well as for outstanding transactions completed during the past twelve months involving counterparty from the Americas.



LYLE WILPON

Managing Director, Head of Mergers & Acquisitions Group
BMO Capital Markets

Recipient Of:

INVESTMENT BANKER *of the YEAR*

From Industry: M&A Investment Bank, North America.



WILLIAM (Bill) B. NELSON

Partner, Head of Corporate, Co-Chair Capital Markets and
Securities Group
Haynes & Boone LLP

Recipient Of:

LAWYER *of the YEAR*

From Industry: M&A Law, North America.



OUTSTANDING

PRIVATE EQUITY FIRM, *award winners:*

AMERICA PRIVATE EQUITY

FIRM *of the Year*

WINNER: GTCR

AMERICA PRIVATE EQUITY

FIRM *of the Year, Middle Markets*

WINNER: Gridiron Capital

USA LENDER

of the Year, Small to Middle Markets

WINNER: Monroe Capital

Firm Performance Evaluation Standards: (1) Notable transactions – acquisitions, portfolio add-on, and exit sale, closed in the stated timeframe from USA; (2) Team expertise and leadership, demonstrable record of investments and exits transactions.

OUTSTANDING

GLOBAL M&A FIRM, *award winners:*

GLOBAL M&A VIRTUAL DATA ROOM *and SERVICES*

FIRM *of the Year*

WINNER: Donnelley Financial Solutions

GLOBAL M&A PUBLIC RELATIONS

FIRM *of the Year*

WINNER: Finsbury

GLOBAL M&A TAX

ADVISOR *of the Year*

WINNER: Ernst & Young

GLOBAL CONSULTING & COMMUNICATIONS

FIRM *of the Year*

WINNER: FTI Consulting

Firm Performance Evaluation Standards: (1) Notable transactions closed in the stated timeframe, globally; (2) firm performance improvement as a primary advisor and services provided; (3) Firm expertise, demonstrable and successful track record of executing transactions, team leadership and client service.



OUTSTANDING *Middle Markets*
M&A LAW FIRM, *award winners:*

AMERICA PRIVATE EQUITY TRANSACTIONS
LAW FIRM *of the Year*
WINNER: Goodwin Procter LLP

U.S.A M&A LAW
FIRM *of the Year*
WINNER: Troutman Sanders, LLP

U.S.A M&A LAW | TECHNOLOGY
FIRM *of the Year*
WINNER: Fenwick & West LLP

U.S.A M&A LAW | HEALTHCARE
FIRM *of the Year*
WINNER: Pepper Hamilton LLP

OUTSTANDING *Middle Markets*
M&A SERVICES, *award winners:*

TRANSACTIONS ADVISORY SERVICES
FIRM *of the Year*
WINNER: KPMG

U.S.A FAIRNESS OPINION
ADVISOR *of the Year*
WINNER: Prairie Capital Advisors

U.S.A STRATEGY & CONSULTING
FIRM *of the Year*
WINNER: FTI

Firm Evaluative Criteria: (1) Notable transaction completed in the stated timeframe involving the Americas; (2) Mid-market segment qualified as deal size below 750 million USD; (3) Firm performance improvement as a primary advisor in the unique categories; (3) Firm expertise, demonstrable and successful track record of executing transactions, team leadership and client service.



OUTSTANDING

M&A INVESTMENT BANK, *award winners:*

AMERICA PRIVATE EQUITY TRANSACTIONS
INVESTMENT BANK *of the Year*
WINNER: Harris Williams & Co

LATIN AMERICA M&A
INVESTMENT BANK *of the Year*
WINNER: Bradesco BBI

U.S.A M&A, *Middle Markets*
INVESTMENT BANK *of the Year*
WINNER: SunTrust Robinson Humphrey

U.S.A M&A, *Small Middle Markets*
INVESTMENT BANK *of the Year*
WINNER: Capstone Partners

U.S.A M&A | BOUTIQUE *Small Middle Markets*
INVESTMENT BANK *of the Year*
WINNER: P & M Corporate Finance

U.S.A M&A | BOUTIQUE TECHNOLOGY
INVESTMENT BANK *of the Year*
WINNER: Signal Hill

U.S.A M&A | BOUTIQUE HEALTHCARE
INVESTMENT BANK *of the Year*
WINNER: Provident Healthcare

Firm Evaluative Criteria: (1) Notable transaction completed in the stated timeframe involving the Americas; (2) Mid-market segment qualified as deal size below 750 million USD; (3) Firm performance improvement as a primary advisor in the unique categories; (3) Firm expertise, demonstrable and successful track record of executing transactions, team leadership and client service.



AMERICA DEAL, award winners:

AMERICA M&A DEAL of the YEAR | Small Mid-Markets.

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

Winners Trophy Presented: The Eastern Company, Prospect Partners, and Cleary Gull financial advisor to the sellers.

AMERICA M&A DEAL of the YEAR | Small Mid-Markets.

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

Winners Trophy Presented: Harris Williams, financial advisor to the sellers.

AMERICA M&A DEAL of the YEAR | Mid-Markets.

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

Winners Trophy Presented: Haynes & Boone legal advisor to KMR, and KeyBanc Capital Markets, financial advisor to the sellers.

AMERICA M&A DEAL of the YEAR | Large.

WINNER: Polaris Industries acquisition of Transamerican Auto Parts Company.

Winner: Polaris Industries.

Standards: Best growth generating transaction, any sector from the North American region, deal size of less than a billion USD.

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).

CROSS BORDER M&A DEAL of the YEAR | Small Markets.

WINNER: Suprajit Engineering acquires Wescon Controls from Nova Capital.

Winners Trophy Presented: Grant Thornton financial advisor to Suprajit, Piper Jaffray, financial advisor and Goodwin Procter legal advisor, respectively to the sellers.

CROSS BORDER M&A DEAL of the YEAR | Small Mid-Markets.

WINNER: D'Orazio Capital Partners acquires Outokumpu Stainless Plate from Outokumpu Oyj.

Winner Trophy Presented: Prairie Capital Advisors financial advisor.

CROSS BORDER M&A DEAL of the YEAR | Mid-Markets.

WINNER: Sale of Graphic Controls from WestView Capital, to Nissha Printing.

Winner Trophy Presented: Headwaters MB, financial advisor to the sellers.

CROSS BORDER M&A DEAL of the YEAR | Large.

WINNER: Sale of Appirio to Wipro.

Winner Trophy Presented: Fenwick & West, legal advisor to Appirio.

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

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).



AMERICA PRIVATE EQUITY DEAL, award winners:

AMERICA PRIVATE EQUITY DEAL of the YEAR | *Small Mid-Markets.*

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

Winner Trophy Presented: Headwaters MB, financial advisor to the sellers.

AMERICA PRIVATE EQUITY DEAL of the YEAR | *Middle Markets.*

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

Winners Trophy Presented: Marlin Equity Partners, and Schulte Roth & Zabel LLP legal advisor to Marlin.

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

WINNER: Gridiron Capital acquires Rough Country.

Winner Trophy Presented: Gridiron Capital.

AMERICA PRIVATE EQUITY DEAL of the YEAR | *Large.*

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

Winner Trophy Presented: Kramer Levin Naftalis & Frankel, legal advisor to Stone Point Capital.

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

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).

AMERICA CORPORATE DEAL, award winners:

AMERICA CORPORATE M&A DEAL of the YEAR | *Small Mid-Markets.*

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

Winner Trophy Presented: PM Corporate Finance, financial advisor to the sellers.

AMERICA CORPORATE M&A DEAL of the YEAR | *Mid-Markets.*

WINNER: Deluxe Corporation acquires First Manhattan Consulting Group.

Winner Trophy Presented: Petsky Prunier Securities, financial advisor to Deluxe.

AMERICA CORPORATE M&A DEAL of the YEAR | *Small Mid-Markets.*

WINNER: Dex Media acquires YP from Cerberus Capital.

Winner Trophy Presented: Schulte Roth & Zabel LLP legal advisor to the sellers.

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

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).



U.S.A DEAL, award winners:

U.S.A M&A DEAL of the YEAR | Small Markets.

WINNER: Steve Madden acquires of Schwartz & Benjamin.

Winner Trophy Presented: Steve Madden, Foley & Lardner, legal advisor to the sellers.

U.S.A M&A DEAL of the YEAR | Small Mid-Markets.

WINNER: Alpine Investors acquires HealthComp.

Winner Trophy Presented: Alpine Investors.

U.S.A M&A DEAL of the YEAR | Middle Markets.

WINNER: Windstream acquires Broadview Networks.

Winner Trophy Presented: Troutman Sanders, legal advisor to Windstream.

U.S.A M&A DEAL of the YEAR | Large Middle Markets.

WINNER: Pacific Premier Bancorp acquires Heritage Oaks Bancorp.

Winner Trophy Presented: D.A Davidson & Co, financial advisor to Pacific Premier.

U.S.A M&A DEAL of the YEAR | Large.

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

Winners Trophy Presented: GTCR, and SunTrust Robinson Humphrey, financial advisor.

Standards: Best value-creating transaction, any sector.

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).

U.S.A CORPORATE DEAL, award winners:

U.S.A CORPORATE M&A DEAL of the YEAR | Small Mid-Markets.

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

Winner Trophy Presented: Capstone Partners, financial advisor to VaporBeast.

U.S.A CORPORATE M&A DEAL of the YEAR | Middle Markets.

WINNER: Teladoc acquires Best Doctors.

Winner Trophy Presented: Piper Jaffray Company, exclusive financial advisor to Teladoc.

U.S.A CORPORATE M&A DEAL of the YEAR | Large.

WINNER: Darden Restaurants acquires Cheddar's Scratch Kitchen.

Winner Trophy Presented: Hunton & Williams, legal advisor to Darden.

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

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).



U.S.A

GROWTH FINANCE DEAL, *award winners:*

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

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

Winners Trophy Presented: Provident Healthcare and Pepper Hamilton, financial and legal advisor respectively.

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

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

Winner Trophy Presented: Golub Capital, sole provider of debt facility.

Standards: Best growth generating transaction, any sector.

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).

U.S.A

PRIVATE EQUITY DEAL, *award winners:*

U.S.A PRIVATE EQUITY DEAL *of the YEAR* | *Small Markets.*

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

Winner Trophy Presented: Jordan Knauff & Company, exclusive advisor to CID Capital and Top Master.

U.S.A PRIVATE EQUITY DEAL *of the YEAR* | *Small Mid-Markets.*

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

Winner Trophy Presented: Capstone Partners, financial advisor to D.B Western.

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

WINNER: Francisco Partners acquisition stake in Prometheus Group.

Winner Trophy Presented: Signal Hill, financial advisor to Francisco Partners.

U.S.A PRIVATE EQUITY DEAL *of the YEAR* | *Large.*

WINNER: Webster Capital sale of Epic Health Services to Bain Capital.

Winner Trophy Presented: Goodwin Procter, legal advisor to Epic Health and Webster Capital.

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

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).



AMERICAS

INDUSTRY DEAL, *award winners:*

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

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

Winner Trophy Presented: KPMG Corporate Finance, financial advisor to Full Swing Golf.

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

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

Winners Trophy Presented: D.A Davidson financial advisor to Chef'd, Hunton & Williams, legal advisor to Smithfield Foods.

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

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

Winners Trophy Presented: Cleary Gull and Foley & Lardner, financial and legal advisors on the sale.

ENERGY OIL & GAS M&A DEAL *of the YEAR*

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

Winner Trophy Presented: Haynes & Boone, legal advisor to Callon.

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.

Winner Trophy Presented: Petsy Prunier Securities financial advisor.

PHARMA & MEDICAL DEVICES M&A DEAL *of the YEAR*

WINNER: Young Innovations acquisition of American Eagle Instruments.

Winner Trophy Presented: D.A Davidson, financial advisor to American Eagle Instruments.

HEALTHCARE SERVICES M&A 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.)

Winners Trophy Presented: Provident Healthcare and Pepper Hamilton, financial and legal advisor respectively.

Standards: Best value-creating middle market transactions, exclusive to industry sectors.

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).



AMERICAS

INDUSTRY DEAL, *award winners:*

MANUFACTURING M&A DEAL *of the YEAR*

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

Winner Trophy Presented: Cleary Gull financial advisor on the sale.

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

WINNER: Sale of Chromaflow Technologies by Arsenal and Nordic Capital to American Securities.

Winners Trophy Presented: D.A Davidson, financial advisor to the seller.

TECHNOLOGY M&A DEAL *of the YEAR*

WINNER: Cisco Systems acquires Viptela.

Winners Trophy Presented: Fenwick & West, legal advisor to Cisco.

TELECOM M&A DEAL *of the YEAR*

WINNER: Uniti Group acquires Southern Light.

Winners Trophy Presented: SunTrust Robinson Humphrey sole financial advisor to Southern Light.

Standards: Best value-creating middle market transactions, exclusive to industry sectors.

Note, it is the deal that wins! Official winner trophy presented to the acquirer, or primary financial or legal advisor, or nominee(s).