



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

AMERICAS  
Middle Markets

## CONGRATULATIONS *to the* WINNERS CIRCLE 2011

**New York, October 26, 2011:** Top deals, talented dealmaker teams and outstanding firms were honored at the annual AMERICIA M&A ATLAS AWARDS GALA held at the Harvard Club of New York, last night.

The versatile and veteran markets journalist, Ms. Suzzane O'Halloran of Bloomberg Television, evening host and master of ceremonies presented trophies to the winners represented from the corporate, private equity, financial and legal deal communities.

"It was exciting to meet the faces doing majority of the deal making this year, and to appreciate that the more interesting and important deals are less about size and more about growth strategy. This level of deal making in the mid-market segments is all about capturing opportunity and resolve, and that's what the Americas M&A Atlas Awards recognizes." Suzzane O'Halloran of Bloomberg Television.

"Once again the awards honored the best of the brass from the Americas mid market M&A communities. In an uncertain economic environment, the winners showed resourcefulness, creativity and tenacity in completing an impressive array of transactions. We congratulate and thank all the winner attendees for sharing a memorable evening and look forward to welcoming them next year." Shanta Kumari, managing partner and chief executive officer, Global M&A Network.

**AMERICAS M&A ATLAS AWARDS** is part of the prestigious **M&A ATLAS AWARDS** global brand, exclusively honoring top deals, outstanding dealmakers and A-list firms from the North and South American mergers, acquisitions, corporate, private equity, investment bank, intermediaries and legal deal communities.

**COMPETITIVE SELECTION** process: For 2011 a total of 603 deals were reviewed including 234 nominated transactions, of which only 38 deals were selected as winners.

Winners are selected independently, based on measurable and identifiable performance criteria including: (1) nominations received, (2) deal features such as novelty/rationale/structure/transactional risk, (3) sector metrics and market complexities; (4) post transaction metrics such as stakeholder value, sector impact, share holder value, leverage, management; (5) jurisdictional and antitrust intricacies; (6) professionalism/leadership, resourcefulness, among additional quantitative metrics with an emphasis on middle market business and players from the M&A communities. Methodology and results are verified independently.

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## WINNERS CIRCLE SUPPLEMENT

Winners circle supplement elaborates on the deal winners, spotlights dealmaker award recipients and profiles the firm of the year honorees.

The supplement is produced by the editorial team at Global M&A Network. The focus is on the achievements, includes comments from award recipients.

Published in December as part of the AMERICAS M&A INTELLIGENCE REPORT®, a complimentary copy is made available to all the awards gala attendees. The report is available on-line by request.

**Global M&A Network** is a diversified information, media, conference and awards connecting company. We serve the mergers, acquisitions, alternative investing, restructuring and turnaround communities worldwide. Global M&A Network is the producer and organizer of the highly regarded and prestigious **M&A ATLAS AWARDS**, that honor best in class deals, deal teams and firms from the corporate, private equity, investment bank, law, and related deal communities. For more information, visit: [www.globalmanetwork.com](http://www.globalmanetwork.com)

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### **AMERICAS M&A DEALMAKER TEAM** award recipients:

*(Winner Selection Key Criteria: Recipient must have completed a deal that is either a winner or completing in several categories at the M&A Atlas Awards. The award acknowledges the deal team leader on behalf of the team and the firm.)*

#### **CORPORATE M&A DEALMAKER, team:**

*Award Recipient:* Ms. Kathryn Gilchrist Simpson, Vice President, Legal, Corporate Transactions & Governance

*Firm:* Raytheon Company, Waltham, MA

Kathryn and the team at Raytheon completed four separate bolt-in acquisitions including the acquisition of Applied Signal Technology (Sunnyvale, California); acquisition of Ktech Corporation (Albuquerque, NM), Trusted Computer Solutions (Herndon, VA) and Technology Associates (Reston, VA) within six months.

#### **PRIVATE EQUITY DEALMAKER TEAM of the YEAR:**

*Award Recipient:* Mr. Travis Hain, Managing Partner

*Firm:* Ridgemont Equity Partners, Charlotte, NC

Travis and the deal team at Ridgemont Equity Partners have closed four transactions including acquisition stakes in Aurora Parts & Accessories, (supplier of semi-trailer body parts, Lebanon, IN), Unite Private Networks (fiber-based communications networks, Kansas City, MO) and Gallus BioPharmaceuticals (biologics contract manufacturing organization, St Louis, MO), M3 Midstream (midstream energy, Houston, TX) since becoming an independent mid market private equity firm in August 2010.

#### **M&A INVESTMENT BANKER TEAM of the YEAR:**

*Award Recipient:* Mark Brady, Managing Director, Global Head of M&A, Co-Head of Commercial & Industrial Investment Banking.

*Firm:* William Blair & Company, Chicago, IL

Mark and the M&A team at William Blair have consistently demonstrated their talents in closing wide range of transactions representing corporate and private equity clients as well as steadily growing their cross-border capabilities in Europe, Asia, to Latin America. On October 20, 2011, William Blair & Co and Business Development Asia announced global strategic alliance that further expands up on their respective expertise and international capabilities.

#### **M&A INVESTMENT LAWYER of the YEAR:**

*Award Recipient:* Richard E. Climan. Partner, M&A Group, and member of the global Executive Committee.

*Firm:* Dewey & LeBoeuf, LLP, Silicon Valley, CA

Rick and the team at Dewey have been extremely busy representing Dell on its many acquisition including the acquisition of Compellent Technologies (Fluid Data storage solutions, Eden Prairie, MI), Force 10 Networks (Datacenter solutions, San Jose, CA) from the investor group, along with closing several deals in the past year.

#### **BOUTIQUE M&A INVESTMENT BANKER TEAM of the YEAR:**

*Award Recipient:* Robert Ciardi, Managing Partner

*Firm:* Provident Healthcare Partners, LLC, Boston, MA.

Robert and Michael Patton have demonstrated their talents and deep understanding on successfully executing mid-market and boutique deals across the healthcare services, pharmacy and life sciences sector.

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## CONGRATULATIONS *to the* WINNERS CIRCLE 2011

### TOP DEAL *of the* YEAR AWARD WINNERS

NORTH AMERICA DEAL *of the* YEAR | LARGE (Qualified as deal size 500 million plus USD)

**WINNER:** Dell Inc. acquisition of Compellent Technologies.

*Presented to:* Dewey & LeBoeuf, LLP

NORTH AMERICA DEAL *of the* YEAR | UPPER MID MARKETS (Qualified as deal size 500 million plus USD)

**WINNER:** Boston Scientific Corporation acquisition of Asthmatx, Inc from investor group.

*Presented to:* Fenwick & West LLP

*Deal winners circle:* J.P. Morgan

NORTH AMERICA DEAL *of the* YEAR | MIDDLE MARKETS (Qualified as deal size 100 million plus USD)

**WINNER:** Nova Capital Management acquisition of Canadian industrial business from Amalgamated Metal Corporation.

*Presented to:* McGladrey Capital Markets, LLC

*Deal winners circle:* Stikeman Elliott, LLP

NORTH AMERICA DEAL *of the* YEAR | SMALL MID MARKETS (Qualified as deal size 5 million plus USD)

**WINNER:** Specific Media, LLC acquisition of Myspace from News Corporation.

*Presented to:* Specific Media LLC

SOUTH AMERICA DEAL *of the* YEAR

**WINNER:** Viña Concha y Toro S.A. acquisition of Fetzer Vineyards from Brown-Forman Corporation.

*Presented to:* Baker & McKenzie, LLP

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CROSS BORDER DEAL *of the* YEAR | LARGE (Qualified as deal size 500 million plus USD)

**WINNER:** Aditya Birla Group acquisition of Columbian Chemicals Company from One Equity Partners.

*Presented to:* Shearman & Sterling, LLP

CROSS BORDER DEAL *of the* YEAR | MIDDLE MARKETS (Qualified as deal size 250 million plus USD)

**WINNER:** Schneider Electric S.A. purchase of Summit Energy Services Inc. from Ares Capital Corp.

*Presented to:* Debevoise & Plimpton, LLP

CROSS BORDER DEAL *of the* YEAR | SMALL MID MARKETS (Qualified as deal size 5 million plus USD)

**WINNER:** Life Technologies acquisition of Applied Biosystems distribution business from LabIndia Instruments.

*Presented to:* Business Development Asia, LLC

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SOUTH AMERICA

PRIVATE EQUITY DEAL *of the* YEAR

**WINNER:** General Atlantic investment stake in Linx, (and Peixe Urbano)

*Presented to:* General Atlantic LLC

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### TOP DEAL *of the* YEAR AWARD WINNERS *(continued)*

#### NORTH AMERICA

PRIVATE EQUITY DEAL *of the* YEAR | MIDDLE MARKETS *(Qualified as deal size 5 million plus USD)*

**WINNER:** Charlesbank Capital Partners acquisition of OnCore Manufacturing Services.

*Presented to:* Charlesbank Capital Partners

#### NORTH AMERICA

PRIVATE EQUITY DEAL *of the* YEAR | LARGE *(Qualified as deal size 500 million plus USD)*

**WINNER:** Caritas Christi Health Care (Steward Health Care) acquired by Cerberus Capital Management.

*Presented to:* Schulte Roth & Zabel, LLP

#### NORTH AMERICA

CORPORATE DEAL *of the* YEAR | SMALL MID MARKETS *(Qualified as deal size 5 million plus USD)*

**WINNER:** Warwick Valley Telephone Company acquisition of Alteva, LLC.

*Presented to:* WVT Communications, Harter Secrest & Emery, LLP

#### NORTH AMERICA

CORPORATE DEAL *of the* YEAR | MIDDLE MARKETS *(Qualified as deal size 250 million plus USD)*

**WINNER:** Raytheon Company acquisition of Applied Signal Technology.

*Presented to:* Raytheon Company, Hunton & Williams, LLP

*Deal winners circle:* Bank of America Merrill Lynch

#### NORTH AMERICA

CORPORATE DEAL *of the* YEAR | LARGE *(Qualified as deal size 500 million plus USD)*

**WINNER:** Darling International Inc. acquisition of Griffin Industries, Inc.

*Presented to:* BMO Capital Markets, Harris Williams & Co.

#### SOUTH AMERICA

CORPORATE DEAL *of the* YEAR

**WINNER:** H.J. Heinz Co. majority stake in Coniexpress S.A. Industrias Alimenticias.

*Presented to:* J.P. Morgan

### COUNTRY DEAL *of the* YEAR AWARD WINNERS

#### BRAZIL DEAL *of the* YEAR

**WINNER:** HRT Participações em Petróleo S.A. acquisition of UNX Energy Holding

*Presented to:* Fraser Milner Casgrain, LLP

*Deal winners circle:* BMO Capital Markets

#### MEXICO DEAL *of the* YEAR

**WINNER:** FedEx Corp. FedEx Express business acquisition of Servicios Nacionales Mupa.

*Presented to:* J.P. Morgan

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### **COUNTRY DEAL** *of the* **YEAR AWARD WINNERS** *(continued)*

CANADA DEAL *of the* YEAR | MIDDLE MARKETS *(Qualified as deal size 5 million plus USD)*

**WINNER:** Acquisition of Robertson College by Education Consolidation Corporation of Canada backed by Maxium Partners.

*Presented to:* Capstone Partners

CANADA DEAL *of the* YEAR | LARGE *(Qualified as deal size 500 million plus USD)*

**WINNER:** Rogers Communications Inc. acquisition of Atria Networks from Birch Hill Equity Partners.

*Presented to:* Stikeman Elliott, LLP

*Deal winners circle:* BMO Capital Markets

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USA DEAL *of the* YEAR | SMALL MID MARKETS *(Qualified as deal size 5 million plus USD)*

**WINNER:** ZAGG Inc. acquires iFrogz.

*Presented to:* Roth Capital Partners

USA DEAL *of the* YEAR | MIDDLE MARKETS *(Qualified as deal size 250 million plus USD)*

**WINNER:** Kratos Defense & Security Solutions, Inc. acquisition of Integral Systems from Vintage Capital Management.

*Presented to:* Kratos Defense & Security Solutions, Inc.

USA DEAL *of the* YEAR | LARGE *(Qualified as deal size 500 million plus USD)*

**WINNER:** Amazon.com acquisition of Quidsi Inc.

*Presented to:* Debevoise & Plimpton, LLP, Fenwick & West, LLP

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### **AMERICAS INDUSTRY DEAL** *of the* **YEAR AWARD WINNERS**

AEROSPACE & DEFENSE SERVICES DEAL *of the* YEAR

**WINNER:** Eurocopter Holding, a subsidiary of EADS acquisition of Vector Aerospace Corp.

*Presented to:* Stikeman Elliott, LLP

BUSINESS SERVICES DEAL *of the* YEAR

**WINNER:** Epsilon Data Management, subsidiary of Alliance Data Systems Corp purchase of Aspen Marketing Services, Inc. from investor group including D. E. Shaw & Co., Staley Capital Management, and BlackRock Kelso.

*Presented to:* Debevoise & Plimpton, LLP

*Deal winners circle:* Bank of America Merrill Lynch

CONSUMER GOODS DEAL *of the* YEAR

**WINNER:** Helen of Troy Ltd acquisition of the business of Kaz, Inc.

*Presented to:* Sawaya Segalas, LLC

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### AMERICAS INDUSTRY DEAL *of the* YEAR AWARD WINNERS *(continued)*

#### CONSUMER RETAIL DEAL *of the* YEAR

**WINNER:** Canadian Tire Corporation, Ltd acquisition of The Forzani Group Ltd.

*Presented to:* BMO Capital Markets

*Deal winners circle:* Stikeman Elliott, LLP

#### ENERGY DEAL *of the* YEAR

**WINNER:** Horizon Acquisition Co Plc, acquisition of APR Energy.

*Presented to:* Greenberg Traurig, LLP

#### ENTERTAINMENT & MEDIA DEAL *of the* YEAR

**WINNER:** Getty Images acquisition of Photolibary.

*Presented to:* Marlin & Associates

#### FINANCIAL SERVICES DEAL *of the* YEAR

**WINNER:** Raymond James Financial, Inc. acquisition of Howe Barnes Hoefler & Arnett, Inc.

*Presented to:* Raymond James & Associates

#### FINANCIAL TECHNOLOGY DEAL *of the* YEAR

**WINNER:** TMX Group Inc., acquisition of Atrium Network.

*Presented to:* Marlin & Associates

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

**WINNER:** Lassonde Industries Inc. acquisition of Clement Pappas & Company, Inc.

*Presented to:* Squire, Sanders & Dempsey, LLP

#### HEALTHCARE SERVICES DEAL *of the* YEAR

**WINNER:** Valitas Health Services, portfolio company of Beecken Petty O'Keefe & Co acquisition of America Service Group.

*Presented to:* Signal Hill Capital Group LLC

*Deal winners circle:* Bank of America Merrill Lynch

#### MANUFACTURING DEAL *of the* YEAR

**WINNER:** VSE Corporation acquisition of Wheeler Brothers Inc.

*Presented to:* VSE Corporation, Arent Fox, LLP, Mesirow Financial

#### MINING & RESOURCES DEAL *of the* YEAR

**WINNER:** HudBay Minerals Inc. acquisition of Norsemont Mining Inc.

*Presented to:* Fraser Milner Casgrain, LLP

#### PHARMA & DEVICES DEAL *of the* YEAR | LARGE *(Qualified as deal size 250 million plus USD)*

**WINNER:** Quest Diagnostics acquisition of Athena Diagnostic from Thermo Fisher Scientific.

*Presented to:* Shearman & Sterling, LLP.

#### PHARMA & DEVICES DEAL *of the* YEAR | LARGE *(Qualified as deal size 250 million plus USD)*

**WINNER:** Arco Specialty Pharmacy acquisition by Lincare Inc.

*Presented to:* Provident Healthcare Partners, LLC

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### AMERICAS INDUSTRY DEAL *of the* YEAR AWARDS *(continued)*

TECHNOLOGY & TELECOM DEAL *of the* YEAR | MIDDLE MARKETS *(Qualified as deal size 5 million plus)*

**WINNER:** PAETEC Holding Corp. acquisition of XETA Technologies, Inc.

*Presented to:* Stephens Inc.

*Deal winners circle:* Harter, Secrest & Emery, LLP

TECHNOLOGY & TELECOM DEAL *of the* YEAR | LARGE *(Qualified as deal size 250 million plus USD)*

**WINNER:** Rovi Corporation acquisition of Sonic Solutions.

*Presented to:* William Blair & Company

*Deal winners circle:* J.P. Morgan

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### NORTH AMERICA FIRM *of the* YEAR AWARDS

*(Selection Key Criteria: Several metrics including number of deal qualified as finalists and completed in mid market segments per eligibility standards, depth and diversity of team and sector expertise, practice leadership team.)*

PRIVATE EQUITY FIRM *of the* YEAR

**WINNER:** GTCR, LLC

M&A INVESTMENT BANK *of the* YEAR

**WINNER:** Bank of America Merrill Lynch

M&A LAW FIRM *of the* YEAR

**WINNER:** Greenberg Traurig, LLP

M&A BOUTIQUE INVESTMENT BANK *of the* YEAR

**WINNER:** McGladrey Capital Markets, LLC

### SOUTH AMERICA FIRM *of the* YEAR AWARDS

*(Selection Key Criteria: Several metrics including number of deal qualified as finalists and completed in mid market segments per eligibility standards, depth and diversity of team and sector expertise, practice leadership team.)*

PRIVATE EQUITY FIRM *of the* YEAR

**WINNER:** General Atlantic LLC

M&A INVESTMENT BANK *of the* YEAR

**WINNER:** J.P. Morgan

M&A LAW FIRM *of the* YEAR:

**WINNER:** Baker & McKenzie, LLP

### AMERICA FIRM *of the* YEAR AWARDS

ACCOUNTING & TRANSACTION ADVISOR *of the* YEAR

**WINNER:** RSM McGladrey, LLC

M&A TECHNOLOGY SERVICES PROVIDER *of the* YEAR

**WINNER:** IntraLinks

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