



## U. S. A. *Middle Markets*

### CONGRATULATIONS WINNERS *of the Year* • 2020

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Global M&A Network recognized the achievements of influential dealmakers and leaders, outstanding firms and the best-growth delivering transactions at the 2<sup>nd</sup> annual U.S.A M&A Atlas Awards Gala held on March 5<sup>th</sup>, 2020 in Washington D.C.

“We are delighted to honor leading firms, dealmakers and deals during these uncertain times as a result of COVID-19. The winners exemplify vision, tenacity and excellence for executing transactions from the vibrant middle market industries. We wish all the winners continued success.” Shanta Kumari, CEO and Global Group Editor, Global M&A Network.

**2020 Winners Circle: visit:**  
<https://globalmanetwork.com/press-center/>

**PRESTIGE:** Winning the independently governed awards, equates to achieving the “Gold Standard of Performance” standing in the industry and markets, validating the firm and team excellence and record of executing transactions.

**ABOUT:** World’s most prestigious, the M&A Atlas Awards exclusively honors excellence in the categories of deals, teams, and firms. Winners are officially honored at the gala celebrations - a gathering of top professionals and leaders from the industry.

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*Validate Your Achievements, Q Contact:* ☺  
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## U.S.A • MIDDLE MARKETS

*Winners Honored at 2<sup>nd</sup> Annual Networking & Gala Celebrations*

### LEADERS & DEALMAKERS

#### AWARD *Recipients of the Year*

*about the award: Leaders and Dealmaker awards are presented to seasoned professionals for successfully executing growth transactional deals, expertise in identifying value-creating transactions, part of awards winning deal and significantly, a consistent record of getting the deals done.*



#### **JOHN FERRARA**

Co-Founder & CEO  
Capstone Headwaters, LLC

*Recipient Of:*

**M&A LEADERSHIP** *award.*



#### **MICHAEL S. LEWIS**

Executive Vice President and Chief Development Officer  
CACI International Inc.

*Recipient Of:*

**CORPORATE GROWTH DEALMAKER** *award.*



#### **MIKE FIRMAGE**

Managing Director, Co-Founder  
Horizon Partners

*Recipient Of:*

**BOUTIQUE INVESTMENT BANKER** *award.*

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#### **DEAL** *Winners*

Winners are honored from short-list of "winner-nominees" in respective categories during the 2<sup>nd</sup> annual gala ceremony and celebrations.

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### **OUTSTANDING INVESTORS** *Award Winners:*

**PRIVATE EQUITY • MIDDLE MARKETS**  
**FIRM of the YEAR**  
**WINNER:** L Catterton.

*Firm Evaluation Standards: (1) Firms primarily focus on investing in the middle market segments for transactions valued below \$250 million; (2) Notable value-creating investments and exit transactions closed in the stated timeframe; (2) Team, sector expertise and leadership.*

### **OUTSTANDING LENDERS** *Award Winners:*

**LENDER • MIDDLE MARKETS**  
**FIRM of the YEAR**  
**WINNER:** Churchill Asset Management.

**LENDER • SMALL MID-MARKETS**  
**FIRM of the YEAR**  
**WINNER:** Monroe Capital.

**LENDER • SMALL**  
**FIRM of the YEAR**  
**WINNER:** Twin Brook Capital Partners.

*Firm Evaluation Standards: (1) Firms lending to sponsors and sponsor backed portfolio companies from the mid-market segments. (2) Team expertise and leadership.*

### **OUTSTANDING M&A SERVICES FIRM** *Award Winners:*

**CONSULTING FIRM of the YEAR**  
**WINNER:** Riveron Consulting.

**VDR SOLUTIONS FIRM of the YEAR**  
**WINNER:** DFIN.

**TRANSACTIONS ADVISOR of the YEAR**  
**WINNER:** CohnReznick.

**VALUATION & FAIRNESS OPINION ADVISOR of the YEAR**  
**WINNER:** Prairie Capital Advisors.

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### **OUTSTANDING M&A ADVISORS, Award Winners:**

INVESTMENT BANK *of the YEAR*  
SMALL MID-MARKETS  
**WINNER:** Capstone Headwaters.

PRIVATE EQUITY  
INVESTMENT BANK *of the YEAR* • MID-MARKETS  
**WINNER:** Harris Williams.

BOUTIQUE  
INVESTMENT BANK *of the YEAR*  
**WINNER:** Horizon Partners.

U.S NATIONAL LAW FIRM • MID-MARKETS  
**WINNER:** Pepper Hamilton, LLP. (*Troutman Pepper, effective April 2020*)

### **OUTSTANDING SPECIALIST M&A ADVISORS, Award Winners:**

ESOP • SPECIALIST  
INVESTMENT BANK *of the YEAR*  
**WINNER** CSG Partners.

HEALTHCARE • SPECIALIST  
INVESTMENT BANK *of the YEAR*  
**WINNER** Provident Healthcare Partners.

TECHNOLOGY • SPECIALIST  
INVESTMENT BANK *of the YEAR*  
**WINNER:** Spurrier Capital.

BOUTIQUE • SPECIALIST  
INVESTMENT BANK *of the YEAR*  
**WINNER** Harbor View Advisors.

*Evaluation Standards: Outcome based on closed transactions exclusive per industry sector; (2) Expertise and record of executing deals, and top clients served per industry sector.  
League table rankings are immaterial for winner selection.*

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#### **DEAL Winners**

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### DEAL Awards

#### SMALL MID-MARKETS Segments

DEAL of the YEAR • Transaction Size: Less than \$50 million.

**WINNER:** CORDENTAL Group Management, a portfolio company of NMS Capital acquires AppleWhite Dental.

*Winners Circle:* CIBC Cleary Gull, Riveron Consulting, and Twin Brook Capital Partners.

DEAL of the YEAR • Transaction Size: \$50 – \$100 million.

**WINNER:** Lexipol, portfolio company of The Riverside Company merger with Praetorian Digital.

*Winners Circle:* Vaquero Capital as the financial, Shearman & Sterling LLP as the legal advisor to Praetorian Digital.

#### MIDDLE-MARKETS Segments

DEAL of the YEAR • Transaction Size: \$100 – \$200 million.

**WINNER:** I.D. Systems acquires Pointer Telocation (Powerfleet Inc), and investment by Abry Partners.

*Winners Circle:* ROTH Capital as financial advisor to Pointer, Lowenstein Sandler LLP as legal advisor to Abry Partners as an investor.

DEAL of the YEAR • Transaction Size: \$200 – \$500 million.

**WINNER:** CoStar Group acquires STR including STR Global.

*Winner:* Baker, Donelson, Bearman, Caldwell & Berkowitz P.C as legal advisor to STR.

#### LARGE MIDDLE-MARKETS Segments

DEAL of the YEAR • Transaction Size: \$500 million to less than \$1 billion.

**WINNER:** L Catterton acquires Del Frisco's Restaurant Group, retains bartaco and Barcelona Wine Bar brands, and sale of Double Eagle Steakhouse and Del Frisco Grille to Landry's.

*Winner:* L Catterton.

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### DEAL Awards

#### DIVESTITURE & CARVE-OUT

DEAL *of the YEAR* • MIDDLE MARKETS

**WINNER:** Moda Health sale of PropacPayless Pharmacy to PharMerica Corporation.

*Winner:* Pepper Hamilton as a legal advisor to the sellers.

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ESOP DEAL *of the YEAR* • SMALL MID-MARKETS

**WINNER:** Grace Manufacturing.

*Winner:* Prairie Capital Advisors as a financial advisor.

ESOP DEAL *of the YEAR* • MIDDLE MARKETS

**WINNER:** Golden Hippo Holdco.

*Winners Circle:* CSG Partners and Holland & Knight, LLP

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RECAPITALIZATION DEAL *of the YEAR* • *Transaction Size: Less than \$50 million.*

**WINNER:** SchoolAdmin recapitalized by Quad Partners.

*Winner:* Shearman & Sterling LLP as a legal advisor to seller.

RECAPITALIZATION DEAL *of the YEAR* • *Transaction Size: \$50 - \$100 million.*

**WINNER:** Spatial Networks recapitalized by Kayne Partners and Kennet Partners.

*Winner:* Horizon Partners as financial advisor to Spatial Networks.

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### CORPORATE M&A

#### DEAL Awards

CORPORATE DEAL *of the YEAR* • LARGE MID MARKETS

**WINNER:** CACI International acquires LGS Innovations, C4ISR, and cyber products from CoVant Management and Madison Dearborn.

*Winner:* CACI International.

CORPORATE DEAL *of the YEAR* • MIDDLE MARKETS

**WINNER:** Workday acquires Scout RFP.

*Winner:* Fenwick & West as legal advisor to Scout RFP.

CORPORATE DEAL *of the YEAR* • SMALL MID MARKETS

**WINNER:** Allied Motion Technologies acquires TCI.

*Winner:* CIBC Cleary Gull.

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### INVESTMENTS & ACQUISITIONS

#### DEAL *Awards*

GROWTH INVESTMENT DEAL *of the* YEAR • SMALL MID MARKETS

**WINNER:** L Catterton along with Unilever Ventures investment stake in Nutrafol.

*Winner:* L Catterton.

GROWTH INVESTMENT DEAL *of the* YEAR • MIDDLE MARKETS

**WINNER:** Brighton Park Capital investment stake in Relatient.

*Winner:* Spurrier Capital as financial advisor to Relatient.

PRIVATE EQUITY ACQ DEAL *of the* YEAR • SMALL MID MARKETS

**WINNER:** Greenbriar Equity Group acquires Arotech Corporation.

*Winner:* Lowenstein Sandler LLP as legal advisor to Arotech.

PRIVATE EQUITY ACQ DEAL *of the* YEAR • MIDDLE MARKETS

**WINNER:** MidOcean Partners acquisition and merger of Hanley Wood and Meyers Research.

*Winner:* MidOcean Partners, Vaquero Capital as financial advisor.

PRIVATE EQUITY ACQ DEAL *of the* YEAR • LARGE MID MARKETS

**WINNER:** Durational Capital Management and The Jordan Company acquire Bojangles'.

*Winner:* Shearman Sterling as legal advisor to Bojangles.

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### INDUSTRIES

**DEAL Awards, Winners**

#### U.S.A CONSUMER • *Sub-Sectors*

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

**WINNER:** Goody Products acquisition of JD Beauty from Topspin Partners.

*Winner:* Lowenstein Sandler, legal advisor to the sellers.

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

**WINNER:** TSG Consumer Partners acquires Joe Hudson's Collision Centers from Carousel Capital.

*Winner Circle:* Harris Williams as financial advisor to the sellers, Ropes & Gray, LLP as legal advisor to TSG Consumer Partners.

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

**WINNER:** Landec Corporation acquires Yucatan Foods.

*Winner:* D.A Davidson as a financial advisor to Landec.

#### U.S.A ENERGY • *Sub-Sectors*

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

**WINNER:** Sequitur Permian acquires "Ranger" oil and gas assets from Callon Petroleum Company.

*Winner:* Vinson & Elkins as legal advisors to the buyer.

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

**WINNER:** Hull Street Energy acquires Bayswater and Jamaica Bay stations from NextEra Energy.

*Winner:* Troutman Sanders, LLP as a legal advisor to Hull Street Energy.

#### U.S.A FINANCIAL • *Sub-Sectors*

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

**WINNER:** Spencer Bancshares, parent of Advantage Bank acquires Tuttle Bancshares, parent of Sooner State Bank.

*Winner:* D.A Davidson as financial advisor to buyer Spencer Bancshares.

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

**WINNER:** Vista Equity acquires Black Mountain Systems from Stone Point.

*Winner:* SunTrust Robinson Humphrey as exclusive financial advisor to Vista Equity.

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### INDUSTRIES

**DEAL Awards, Winners**

#### U.S.A HEALTHCARE • *Sub-Sectors*

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

**WINNER:** Atlantic Street Capital acquires of OrthoBethesda.

*Winner:* Provident Healthcare as a financial advisor to OrthoBethesda.

##### HEALTHCARE IT M&A DEAL *of the YEAR*

**WINNER:** BV Investment Partners acquires EDCO Health Information Solutions.

*Winner:* CIBC Cleary Gull as financial advisor to EDCO and Ropes & Gray, as legal advisor to BV Investment Partners.

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

**WINNER:** AtriCure acquires SentreHEART.

*Winner:* Pepper Hamilton as legal advisor to the buyer - AtriCure.

##### PHARMA & LIFE SCIENCES M&A DEAL *of the YEAR* • SMALL MID MARKETS

**WINNER:** NeuBase Therapeutics merger with Ohr Pharmaceutical.

*Winners Circle:* ROTH Capital and Troutman Sanders LLP as financial and legal advisors to Ohr.

##### PHARMA & LIFE SCIENCES M&A DEAL *of the YEAR* • MIDDLE MARKETS.

**WINNER:** Modis Therapeutics sale to Zogenix.

*Winner:* Fenwick & West as legal advisor to Modis Therapeutics.

#### BUSINESS SERVICES *Sub-Sectors*

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

**WINNER:** System One, subsidiary ALTA IT Services acquires Cohesion.

*Winner:* Harbor View Advisors as an exclusive financial advisor.

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

**WINNER:** ClearLight Capital sale of Richardson to Sales Performance International.

*Winner:* Capstone Headwaters as a financial advisor to the sellers.

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### INDUSTRIES

**DEAL Awards, Winners**

#### INDUSTRIALS *Sub Sectors*

ENGINEERING & CONSTRUCTION M&A DEAL *of the YEAR*

**WINNER:** Blue Wolf Capital Partners acquisition of Kirlin Design Build.

*Winner:* D.A. Davidson as financial advisor to Blue Wolf Capital.

INDUSTRIAL SERVICES M&A DEAL *of the YEAR*

**WINNER:** KT Grant acquisition by Hidden Harbor Capital Partners.

*Winner:* KPMG Corporate Finance as an exclusive advisor to KT Grant.

MANUFACTURING M&A DEAL *of the YEAR*

**WINNER:** Champlain Capital acquires Pelton Shepherd.

*Winner:* Capstone Headwaters as an exclusive financial advisor to Pelton Shepherd.

#### TMT *Sub-Sectors*

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

**WINNER:** GI Partners acquires Single Digits from Bregal Sagemount.

*Winner:* SunTrust Robinson Humphrey as an exclusive financial advisor to Single Digits.

TECHNOLOGY M&A DEAL *of the YEAR* • SMALL MID MARKETS

**WINNER:** Cubic Corporation acquires Nuvotronics.

*Winner:* Holland & Knight as legal advisor to Cubic.

TECHNOLOGY M&A DEAL *of the YEAR* • MIDDLE MARKETS

**WINNER:** BCM One acquisition by Thompson Street Capital Partners.

*Winner:* Thomson Street Capital Partners, KPMG Corporate Finance as financial advisor to BCM.

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