

CHILDS Advises Falcon Consulting in its Sale to Avaap

Atlanta, GA – October 27, 2016 – CHILDS Advisory Partners today announced it served as the exclusive financial advisor to Falcon Consulting Group, LLC, a KLAS-leading healthcare IT consulting firm, in its sale to Avaap USA, LLC, a portfolio company of New MainStream Capital.

Based in Chicago, Falcon is one of North America's leading healthcare IT consulting firms specializing in the implementation and optimization of Epic Systems software. Falcon offers consulting and evaluation related to Electronic Health Record (EHR) systems, including revenue cycle optimization and clinical transformation. Its clients include some of the leading healthcare providers and integrated healthcare delivery networks in the U.S.

Brendan Downing, CEO and cofounder of Falcon stated, "Joining forces with Avaap will allow us to focus on driving better health quality outcomes and create financial stability for our clients while maintaining a unique work experience for our consultants. I truly am excited to invite customers and candidates alike to see that we've found a partner that truly wants to build ground-breaking new offerings that fully leverage the combined firm's strengths."

Downing added, "CHILDS did a great job in helping us find a partner to continue to scale our business. They worked diligently from start to finish often going above and beyond to make the process successful. The CHILDS team really got to know our business and that helped immensely in identifying a great partner. We could not have been more pleased with the outcome of this process."

"Falcon Consulting is an innovative firm with an impressive track record. We are pleased to have matched them with a leading healthcare systems integrator, like Avaap, and their investor, New MainStream Capital, who will be exceptional partners for ongoing success," said Tom Donahue, managing director at CHILDS Advisory Partners.

About Falcon Consulting Group, LLC

Falcon Consulting is a holistic healthcare provider consultancy that focuses on driving value in the Epic EHR space. It is dedicated to the improvement of clinical quality, financial sustainability, technology adoption, and customer engagement while maintaining meaningful balance and culture for its team of healthcare experts. Falcon has successfully worked with many of the nation's largest and most complex healthcare delivery systems in addressing their immediate business problems by implementing customized, value-based, and outcome-driven approaches and methodologies. Founded in 2010, Falcon Consulting is headquartered in Chicago and has worked with over 50 healthcare providers across the U.S. For more information, visit www.falconconsulting.com.



About Avaap, Inc.

Avaap is one of the largest providers of IT services and technology solutions for organizations that rely on Infor and Epic enterprise software solutions for clinical, financial, supply chain and human resources management. With deep expertise in equipment rentals and sales, healthcare, public sector, manufacturing and distribution, food and beverage, retail and fashion, Avaap delivers solutions to accelerate technology installations, extend software capabilities and help customers achieve more immediate value from technology investments. Avaap's industry accolades include being named among Computerworld's 100 Best Places to Work in IT 2014 - 2016; recipient of Infor's Alliance Partner of the Year award 2014 - 2016; Infor Partner of the Year for new business and cloud sales 2016; Infor Service Partner of the Year 2013; and six-year honoree on the Inc. 5000, among others. For more information, visit www.avaap.com.



About CHILDS Advisory Partners

CHILDS Advisory Partners provides exceptional investment banking services to high-performing middle market businesses. Our unique combination of sector expertise, process excellence, and a deep, experienced team allows us to achieve successful outcomes for our clients. Collectively, our senior bankers have executed over 450 M&A and financing transactions. CHILDS is a member of FINRA and SIPC and is a registered broker-dealer. Please visit www.childsadvisorypartners.com for more information about our firm.



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