
ALCON PARTNERS

BUY SIDE ADVISORY SERVICES

Alcon Partners is a buy-side advisory firm that helps private equity firms and companies seeking to grow via M&A source highly qualified investment and buyout opportunities. By expanding the network and reach of our clients, Alcon Partners provides an outsourced corporate development office with a nationwide and [international](#) reach.

We invite you to learn more about our firm and see how we have worked successfully with [Private Equity Firms](#), [Corporate Development Professionals](#), [Investment Banks](#), and [Business Owners](#).



About Us

Experience and Integrity

Expertise in M&A Transactions

Andrew Heitner and Frank Leibly, the principals at Alcon Partners, have worked together for over 20 years. Both hold advanced engineering degrees from [MIT](#) and were co-founders of a software business in enterprise digital content management. Following a successful exit of that business, they have collaborated ever since as entrepreneurs, investors, and on behalf of the firms and investors who have become Alcon Partners clients.

While our end clients are [buyers](#), many [business owners](#) come to Alcon Partners when considering plans for an exit, partial exit, or growth capital, because of our strong relationships, expertise, and access to buyers.

With twenty years of experience as entrepreneurs, investors , and business developers, Alcon Partners brings entrepreneurship and insight to the process of buying and selling a business, and expanding with growth capital.

Please [contact us](#) if you would like to discuss an opportunity with us. We look forward to working with you.

[Contact Us](#)



Private Equity Deal Sourcing



Deal Sourcing for Private Equity Firms

Results Oriented

Alcon Partners works closely with middle market and lower middle market private equity firms sourcing highly qualified investment and buyout [opportunities](#). We provide an outsourced business development office on a retained or contingency basis for both platform and add-on businesses.

We specialize in sourcing proprietary opportunities, but also engage in deals that are [represented](#) but have non-standard sale processes

Upon engagement, we work closely with each client to:

- Understand the funds investment thesis and criteria
- Identify industries and sectors that are of general interest
- Review the funds existing portfolio and identify add-on opportunities
- Develop a communication process within the firm for deal review

For each deal we source, we use our experience as both operators and investors to:

- Understand business drivers of the company
- Untangle and interpret financial statements
- Provide insight into seller motivation and objectives
- Present objective pros and cons of the deal

By presenting only highly targeted and highly qualified opportunities, we help our clients save time and spend it on only the most promising opportunities.

[Contact Us](#)

Corporate Acquisition Search



Outsourced M&A Services for Companies

Supporting Corporate Growth-by-Acquisition Strategies

Alcon Partners works with CEOs and corporate development professionals to help execute their M&A growth strategies. As with all of our private equity deal sourcing work, we exclusively represent buyers, and work on a contingency or retainer basis.

Upon engagement, we work closely with each company to:

- Understand the company's strategic growth objectives
- Identify key criteria for acquisition candidates that meet the growth objectives
- Develop a go to market plan to identify target businesses
- Work with the company to develop a protocol and process for deal evaluation

For each deal we source, we use our experience as both operators and investors to:

- Understand business drivers of the company
- Untangle and interpret financial statements
- Provide insight into seller motivation and objectives
- Present objective pros and cons of the deal
- Provide guidance and advice throughout the due diligence process

If you are a corporate business development officer interested in expanding your reach, and identifying new and exciting opportunities for corporate expansion, please [contact us](#). As always, we will maintain complete [confidentiality](#).

We specialize in sourcing proprietary [opportunities](#), but also engage in deals that are [represented](#) but have non-standard sales processes.

[Contact Us](#)

Acquisition Integration



Post Transaction Consulting

Tactical and Strategic

For clients seeking additional assistance after a transaction is complete, Alcon Partners offers additional value added services:

- Tactical Integration development and execution of a tactical plan for integrating an acquired company into a corporate or private equity owned platform business
- Strategic Value Creation development of a long term strategic plan that will accelerate growth and maximize the value of an acquired company

Please [contact us](#) to learn more about these services

[Contact Us](#)

International Capabilities

North America Focus, Global Reach

Europe, Asia, LatAm

Alcon is focused primarily on platform and add-on acquisitions based in the United States and Canada.

We have been particularly active in Canada because there are a number of excellent companies there who seek capital and exposure to the American market. We pursue Canadian companies directly, but also through a number of [investment bankers](#), [consultants](#), and [intermediaries](#) based in Lower and Maritime provinces of Canada.

Because our Private Equity and Corporate clients often have growth strategies that require international add-on acquisitions, we have extended our deal making capabilities to Europe, Asia, and Latin America.

Alcon Partners is a proud member of the [International Corporate Financial Network](#), an international alliance of specialized financial and legal consultancy firms. ICFN member firms are locally recognized as experts in M&A and Corporate Finance, and engaged in cross border projects and transactions.

Our relationships with ICFN members allow us to pursue deals on behalf of our clients in Europe, Asia, and Latin America. Please contact us if you have a need for international transactions.

[Contact Us](#)



Investment Banks and Other Intermediaries



Working with Seller Representatives

Professional and Cooperative

In addition to sourcing proprietary [opportunities](#) for our clients, Alcon Partners also maintains extensive relationships with many leading middle market and lower middle market investment bankers, ranging from large, well recognized firms, to small, boutique firms and business brokers. As a result, we see a large number of qualified sell-side opportunities, in many different industries and regions of the country, searching for deals which may be of interest to our buy side clients.

We also work with a variety of other intermediaries, including accountants, consultants, wealth management advisers, and corporate attorneys.

Investment bankers who are interested in identifying potential opportunities with Alcon clients are encouraged to [contact us](#). Please see our [updated list of active buy side searches](#) . We are generally interested in evaluating all kinds of opportunities for a potential fit with one of our clients.

As always, we take great care to respect the [confidentiality](#) of your clients.

[Contact Us](#)

Engagement with Business Owners

Businesses Seeking Transactions

Capital Raise, Sales, Generational Transition

While our end clients are buyers, many business owners come to Alcon Partners when considering plans for an exit, partial exit, or growth capital, because of our strong relationships, expertise, and access to buyers. While not all companies are a fit, we will always do our best to identify potential opportunities within the client base that we serve.

Generally speaking, our clients invest anywhere from [five to one hundred million dollars per transaction](#) (though in some instances, more or less), in companies with sales ranging from under ten million to several hundred million dollars. The majority of transactions are buy-outs that result in a change of control, but many different [transaction types](#) may be considered. In most instances, existing owner operators are encouraged to participate in the future success of the business, and retain a minority interest.

Business owners who are considering a sale or partial sale, or who are looking for growth capital, are encouraged to [contact](#) Alcon Partners to discuss potential opportunities that may exist among our broad base of private equity and corporate clients. We can determine if there may be a fit, and introduce you to one or more qualified buyers or investors, at no cost to your company, and with no obligation, while maintaining strict [confidentiality](#).



[Contact Us](#)

Transaction Criteria



Target Deal Criteria

Alcon Partners is actively seeking deals on behalf of our [Private Equity](#) and [Corporate M&A](#) clients.

Please review our target acquisition criteria below and list of specific open mandates on [this page](#) and [contact us](#) if you know or represent any companies fit the investment criteria.

While the individual investment criteria of each of our clients varies, Alcon focuses on opportunities that meet the following criteria:

Transaction Types

- Buyouts, including owner exits
- Majority recapitalizations
- Management buyouts
- Executive sponsored buyouts

Geography

- Continental United States
- Lower and Maritime provinces of Canada
- Strategic add-on acquisitions in [Europe and Asia](#)

Financial Criteria

- Revenue \$5-\$200m
- Profitable
- Companies with under \$10m revenue are generally strategic add-ons

Industry Sectors

While we work in a broad range of industry sectors, Alcon focuses on businesses that leverage technology to create and sustain a competitive advantage and generate above average gross margins. Sectors of highest interest include the following:

- Manufacturers of highly engineered products
- Distributors with value-add delivery capabilities
- Technology-enabled business service providers
- Software companies (both on-premise and SaaS delivery models)
- Information Technology (IT) product or service companies
- Internet and Information services companies

Active Buy-Side Mandates



Targeted Searches

Alcon Partners is actively seeking deals on behalf of our [Private Equity](#) and [Corporate M&A](#) clients.

Please review below a list of specific open mandates and [contact us](#) if you know or represent any companies fit the investment criteria.

Managed Wifi Services

Companies that provide managed Wifi or Wireless as a Service (WaaS). Customers can be MDUs (multi dwelling unit or housing complex), retail locations, hospitality, or other businesses that benefit from offering Wifi to their customers.

[Download](#)

Managed Database Services

Companies that provide remote database administration (DBA) for Oracle, Microsoft or other commercial or open source databases.

[Download](#)

Oracle Consultancies

Companies that focus on consulting for Oracle databases or Oracle based enterprise applications, including ERP

[Download](#)

Media Buying Agencies

Agencies that provide media strategy, planning, and buying for clients. Additional capabilities that are particularly helpful are data analytics, programmatic advertising, and OTT/CTV experience.

[Download](#)

Regulatory Compliance Consultancies

Companies help clients comply with industry regulations via audits, consulting, issue resolution, and ongoing monitoring.

[Download](#)

Industrial Systems Integrators

Companies that that implement machine control systems for industrial applications, either process or discrete.

[Download](#)

ERP Implementation Partners

Companies that that implement ERP systems such as Sage, Acumatica, NetSuite, and QuickBooks.

[Download](#)

Data Science/Artificial Intelligence Companies

Companies that that assist their clients in capturing, organizing, or analyzing data or using artificial intelligence to interact with data to solve critical business issues.

[Download](#)

Industrial IT Networking VARs

Companies that provide wired or wireless networking services for industrial environments, including private LTE networks.

[Download](#)

Contact Center Software Integrators and Consultancies (CCaaS)

Companies that provide consulting, implementation, and integration of CCaaS (Contact Center as a Service) solutions.

[Download](#)

Software Development Companies

Full-cycle outsource software development companies with facilities on-shore, off-shore, or near-shore.

[Download](#)

Digital Commerce/Customer Experience Consultancies

Companies that provide provide end-to-end digital commerce solutions or specific expertise in fields such as digital strategy, customer experience, e-commerce platform engineering, customer relationship management, and analytics.

[Download](#)

Online Survey and Sampling Companies

Companies that provide online surveys and related services, including Focus Groups, Online Research, Online Panel Survey Recruitment, Survey Development, Study Consulting, Qualitative and Quantitative Studies

[Download](#)

Managed Service Providers (MSP and MSSP)

Managed Service Providers who provide recurring IT services including cybersecurity and unified communications and focus on regulated industries such as finance and healthcare.

[Download](#)

Digital Marketing Agencies

Companies that provide online marketing services such as SEO, Paid and Organic Social, and Amazon Digital Marketing.

[Download](#)

Cybersecurity Companies / Identity and Access Management (IAM)

Companies that provide IT security services, with focus on IAM and related technologies.

[Download](#)

Remediation Companies – Water, Mold, Environmental, Disaster

Companies that provide water, mold, environmental, fire, trauma, or disaster clean up and reclamation services for residential, commercial, or industrial customers

[Download](#)

Commercial Collection Agencies and Insurance Subrogation

Firms that provide commercial/B2B debt collection, small business B2B debt collection, accounts receivable outsourcing, or international debt collection.

[Download](#)

Confidentiality

Managing Sensitive Information

Care and Consideration

Transaction work requires a high degree of confidentiality and discretion. Alcon Partners will only introduce buyers to an opportunity with explicit permission from the seller or sellers agent. As a small firm, with tightly controlled information flow, we ensure that only highly qualified [buyers](#) or [investors](#) are introduced to an [opportunity](#), and with complete visibility and control by the [seller](#) or [sell side banker](#).

We also work diligently to protect the confidentiality of our buy side clients, their strategies, and growth plans.

[Contact Us](#)



Contact Us

Please use the contact form below if you have any general questions or requests about our services.

If you are a human and are seeing this field, please leave it blank.

Fields marked with an * are required

Name

Email *

Subject

Body *

Submit

 Email

info@alconpartners.com

 Phone

617.629.8131

 Locations

[Miami](#) | [Boston](#) | [Vermont](#)

