



## 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.

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## Services

Private Equity Deal  
Sourcing

Corporate Acquisition  
Search

Acquisition Integration

International  
Capabilities



Private Equity  
Firms

Corporate  
Development  
Professionals

Investment  
Banks

Business  
Owners

#### Address:

Miami | Boston |  
Vermont

#### Phone:

617-629-8131

#### Website:

[www.alconpartners.com](http://www.alconpartners.com)



#### Services

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Acquisition Integration  
International capabilities

#### Criteria & Mandates

Transaction Criteria  
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## 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 30 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.

With thirty 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.

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. 

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# Private Equity Deal Sourcing

## Results Oriented

Alcon Partners works closely with middle – 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.

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



### We work closely with firms 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.

### We use our experience 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.

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# 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 our private equity deal sourcing work, we exclusively represent buyers, and work on a contingency or retainer basis.

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

### We work closely with companies 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

### We use our experience 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.

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# Acquisition Integration

## Post transaction consulting

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

- ◆ 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.

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# 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.



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# INTERMEDIARIES

Investment Banks and Other Intermediaries

## Working With Seller Representatives

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.

Accountants

Consultants

Wealth  
management  
advisers

Corporate  
attorneys

**If you are a banker interested in identifying potential opportunities with Alcon clients**

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# Business Owners

Engagement with Business Owners

Although 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 capital.

Our clients invest up to \$500 m per transaction in companies with sales ranging from under \$10 m to several hundred million dollars.

Our clients invest 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.

Most transactions are purchases that result in a change of control, but many different types of transactions are supported.

In most cases, existing owner operators are encouraged to participate in the future success of the business, and retain a minority interest.



Let us present you with the right choice of suitable invertors or buyers at no cost

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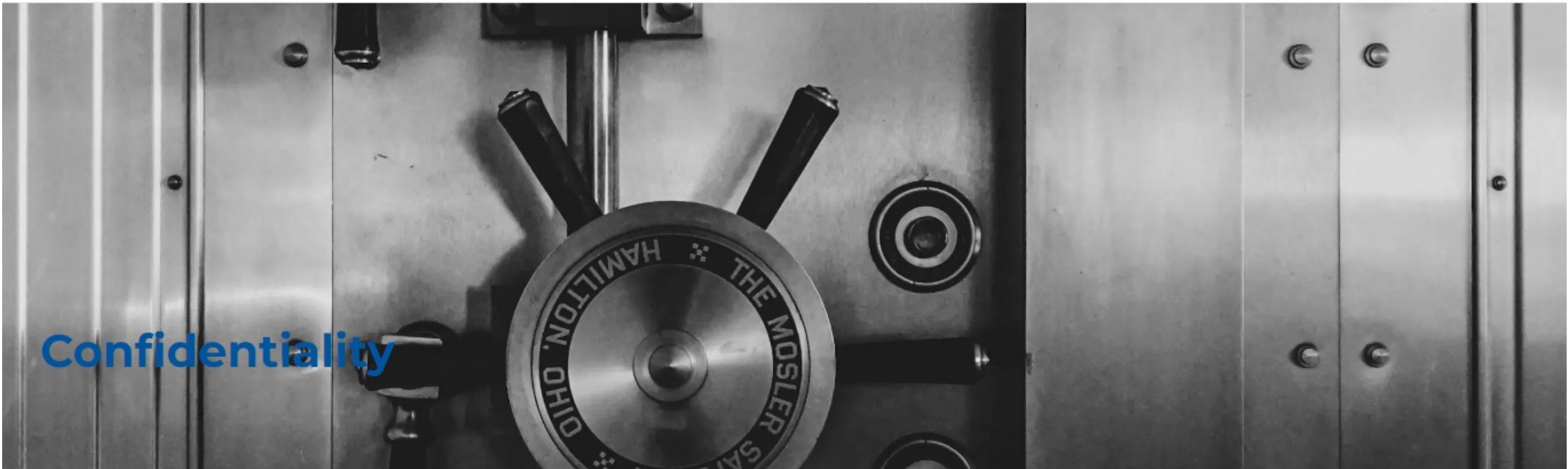
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# Managing Sensitive Information

At Alcon Partners we work diligently to protect the confidentiality of our clients, buyers and their growth strategies and plans.

We present buyers with an opportunity with the express permission of the seller or the seller's agent.

As a small company, with a strictly controlled flow of information, we ensure that only highly qualified buyers or investors are made aware of an opportunity, and with full visibility and control by the seller or selling banker.

We look forward to working with you

CONTACT US





## Contact Us

Feel free to reach out through the contact form below for any inquiries or requests regarding our services

Full Name \*

Email Address \*

Subject

Comment or Message \*

Send Message

### CONTACT US



617-629-8131



[info@alconpartners.com](mailto:info@alconpartners.com)



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