

**CONFIDENTIAL C.V. for
Michael D. Lamm**

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Linked 

Professional Experience

Corporate Advisory Solutions, LLC

Co-Founder and Managing Partner: April 2013 to Present

Founding partner of Philadelphia-based, independent, investment and merchant banking firm that specializes in working with global, tech-enabled outsourced business services companies in the debt collection, call center and healthcare revenue cycle management sectors.

Oversees and executes on M&A engagements, investment opportunities, compliance/regulatory assessments, strategic consulting, valuation, expert witness litigation matters while also charting the firm's corporate direction and strategic growth plan.

CAS has completed over 60 M&A transactions since 2013, an average of 15 company valuations, 3-5 compliance consultations and market intelligence reports each year.

- Executed on over 100 sell-side transactions. Selected publicly announced transactions include:
 - Sell-side advisor to ARSI in its sale to Firstsource, 2021
 - Sell-side advisor to Professional Credit in its sale to Tonka Bay, 2021
 - Sell-side advisor to Johnson, Morgan & White in its sale to Altus, 2017
 - Sell-side advisor to Affinity Global in its sale to Eli Global, 2017
 - Sell-side advisor to Vital Solutions, Inc. in its sale to FusionBPO 2016
 - Sell-side advisor to Altus Global Trade Solutions in its sale to New Spring Capital, Evergreen and Spring Capital, 2016
 - Sell-side advisor to Credit Bureau of Traverse City, Inc. in its sale to Merchants Association Collection Division, Inc. 2016
 - Sell-side advisor to Penncro in its sale to Radius, 2016
 - Sell-side advisor to Rent Collect Global in its sale to Assurant Specialty Property 2015
 - Sell-side advisor to Berlin-Wheeler, Inc. in its sale to Wakefield Associates, 2015
 - Sell-side advisor to Kadent Corporation in its sale to Arcadia Recovery Bureau, 2013
 - Sell-side advisor to PRS in its sale to Credit Control, 2013
 - Sell-side advisor to Integrity Solution Services, Inc. in its sale to Oakville Consolidated Limited, 2013

Current Professional Memberships:

ACA International (Financial literacy committee member)

Institute for Collection Leadership (ICL – Board Advisor)

Risk Management Association (RMA) – (Editorial Committee)

The Association for Corporate Growth – Philadelphia chapter (membership committee)

The Healthcare Financial Management Association (HFMA).

A frequent guest speaker at industry events and conferences on M&A and valuation trends.

Kaulkin Ginsberg Company
Director: May 2003 – April 2013

Member of M&A Deal Team that advised owners of debt collection agencies, collection law firms and debt buyers. Strategic advisory services included: structuring and negotiating mergers, acquisitions, partial or total sales, corporate divestitures, locating strategic and financial partners and providing operational consultation, recruitment and valuation services.

- Executed on over 60 buy-side and sell-side transactions in the debt collection industry. Selected publicly announced transactions include:
 - Sell-side advisor to Account Solutions Group, in its sale to FirstSource Solutions
 - Sell-side advisor to Mutual Hospital Services to Kadent Corporation
 - Sell-side advisor to MCS Receivables Management to the Outsource Group
 - Sell-side advisor to Financial Asset Management Systems in its sale to American Capital Strategies (NASDAQ: ACAS)
 - Sell-side advisor to Risk Management Alternatives, a portfolio company of GTCR Golder Rauner, in its sale to NCO Group
 - Sell-side advisor to Portfolio Management Group, in its sale to Aktiv Capital Group (OSLO: AIK)
 - Buy-side advisor to Vertex Customer Management, a division of United Utilities (NYSE: UU), in its acquisition of First Revenue Assurance
 - Buy-side advisor to Teleperformance Group (Paris: RCF), in its acquisition of Alliance One.
- Actively involved in business development and strategic planning efforts for the firm's Washington D.C. focused M&A and valuation practice - participant in both local trade shows, networking events and conferences.
- Led the creation of a new service offering launched in Q1 2007 assisting companies in the U.S. sell call center assets; Announced transactions include:
 - Sell-side advisor to Merchant's Credit Guide in the sale of its Tempe, AZ call center to United Recovery Systems
 - Sell-side advisor to Asset Management Outsourcing in the sale of its Glendale, AZ call center to Receivables Outsourcing
- Three-time top producer in total revenue generated for executive recruitment partner Executive Alliance
- Coordinated preparation and provide detailed analysis for quarterly *M&A Wrap Up* press release and publication
- Frequently authored articles on valuation and other strategic topics directed toward business owners
- Guest M&A speaker at the Washington and Nebraska collection unit conferences; Led a mortgage collections panel at the annual SourceMedia national collections conference.
- Oversaw analyst and internship program – responsible for recruitment, hiring and training; frequently attends recruitment fairs and speaks at American University's business school to locate top talent.

The U.S. – Israel Business Exchange, Vienna, VA

Co-Founder & Program Director

February 2001 – April 2003

Led the creation of a non-profit international technology association established out of the Embassy of Israel to accelerate the market entry of Israeli companies into the Washington, D.C. region and enhance business relations between U.S. and Israeli businesses.

- Co-founded association with a network that grew to more than 3,000 businesses
- Consulted 80+ Israeli companies and executive teams on planning and executing U.S. market penetration strategies; evaluated business plans to determine viability of the business model, financial plan and the effectiveness of the sales and marketing strategy to assist them in discussions with venture capitalists, investment banks and other early stage funding sources
- Developed organization's operating model with Executive Director and responsively met the needs of the board of directors, sponsors and members
- Managed small teams of employees as well as large volunteer groups, attaining high levels of motivation and loyalty
- Published a monthly electronic bulletin, *The US-IBEX Report* providing market and business intelligence to the community
- Developed membership and sponsorship model; Led membership campaign – added 200+ corporate member companies
- Ran programs with distinguished public figures, including: former Prime Minister of Israel, Shimon Peres, Ed Mathias (Managing Director, The Carlyle Group), John Wall (President, NASDAQ International), Emanuel Friedman, (Former Chairman, Friedman, Billings Ramsey)
- Led the design and development of the association website (www.usibex.org)

Education

American University, Washington, D.C. (May 2002)

Bachelor of Arts, International Studies (*Distinction - Latin America and the Middle East*)

Minors - Computer and Information Systems; Spanish

University of Belgrano, Buenos Aires, Argentina (2000)

Semester abroad - Spanish and general studies

University of the District of Columbia, Washington, D.C. (2005)

Completed accounting level coursework

Additional Qualifications

FINRA Licenses – Series 79, 63 and SIE

Languages - Spanish (conversational), Hebrew (basic)

Technical Skills - Proficient in MS Word, Excel, PowerPoint; ACT, Salesforce and Affinity

Interests – Personal investments, sailing, basketball, running, soccer and career mentorship

Additional Member Organizations – American University Alumni Association (Chapter Leader) – four-time judge of Kogod School of Business annual graduate and undergraduate case competition.

Expert Witness/Litigation Experience

- **Zwicker v. Zwicker**, (Massachusetts family court), as to valuation and business practices of ARM firms.
- **Surety Recovery v. Jones**, (Towson, Maryland District Court), as to valuation and business practices of ARM firms.
- **Rice v. Great Seneca Financial Corp. etal** (U.S. District Court, Ohio) Debt markets, industry practices.
- **Hartman v. Great Seneca Financial Corp. etal** (U.S. District Court, Ohio) Debt markets, industry practices.
- **Halstead v. Javitch Block & Rathbone, etal.** (U.S. District Court, Ohio) Debt markets, industry practices.
- **Delawder v. Platinum Financial Service Corp. etal** (U.S. District Court, Ohio) Debt markets, industry practices.
- **Miller v. Brian Block, Diana Prehn etal** (U.S. District Court, Ohio) Debt markets, industry practices.
- **Ison v. Javitch, Block & Rathbone, LLP etal** (U.S. District Court, Ohio) Debt markets, industry practices.
- **Professional Recovery Services v. General Electric etal** (New Jersey District Court) Debt, Credit markets, theory of lost profits, valuation.
- **Dunstone v. PRS Assets, LLC.** (Arbitration, Denver, Colorado) Credit markets, industry practices.
- **Northern Star Credit Union v. Kaiperm Federal Credit Union** (American Arbitration Association) Mortgage/loan servicing industry practices.
- **Thomas F. Asch & People of the State of Illinois** (Chicago District Court), with Malkinson & Halpern, P.C. Counsel for UNITED STATES OF AMERICA, ex. rel., Documentation, industry practices, theory of lost profits.
- **Empire Financial Services, Inc. v. Bank of New York** (Delaware Superior Court), industry practices, debt purchasing, consumer accounts valuation.
- **Encore Capital Group, Inc., Midland Funding LLC. v. Jeffererson Capital Systems, LLC.** (American Arbitration Association), Valuation, Debt markets, industry practices. Forward flow purchase agreements, pricing of defaulted consumer debt.