

About CAS



Global Tech-Enabled Outsourced Business Services Focus

Corporate Advisory Solutions, LLC (“CAS”) is an Independent Investment and Merchant Banking firm (Securities conducted through Finalis Securities Member FINRA/SIPC)* dedicated to partnering with clients to maximize shareholder value through a suite of transaction advisory and strategic advisory services on a domestic and international basis.

While we provide services to clients in all the Outsourced Business Services (OBS) industries, our primary areas of focus and services have included those listed in the infographic below.

Our Service Offerings		
Valuation Services	Transaction Advisory	Strategic Advisory
Market Valuation Assessment	M&A and Merchant Banking	Board Level Consulting
Operations Workflow	Sell-Side and Buy-Side Representation	Comprehensive Business Assessment
Key Value Drivers and Detractors	Recapitalization and Capital Raising	Regulatory Compliance Assessment
General Market Trend Analysis	Strategic Partnership / Joint Venture	Financial Performance Reviews
Technology Review and Research	Fairness Opinions / Market Valuations	Contribution Margin Analysis
Compliance Assessment	Distressed Asset Sales	Market Research
Financial and Operational Information	Specialty Finance	Executive Recruitment



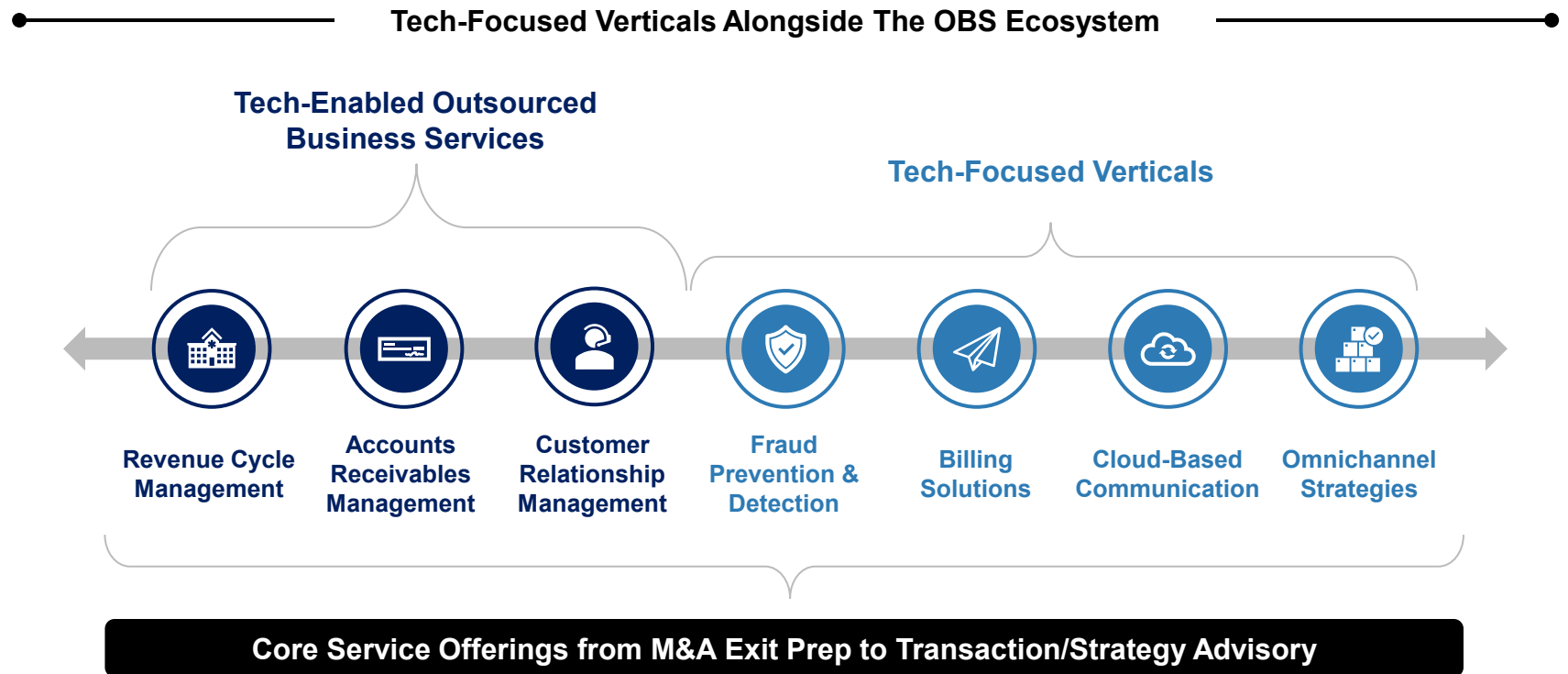
We usually collaborate with businesses operating within heavily regulated sectors at both the state and federal levels. In recent years, there has been a significant shift in technology adoption, leading to disruption in the OBS industries. Consequently, CAS has accumulated substantial expertise in various areas, including digital collections, artificial intelligence, machine learning, IoT, real-time analytics/dashboards, omnichannel communications, alternative credit data, and scoring, among others.

**Michael Lamm and Mark Russell are Registered Representatives of Finalis Securities, LLC. Finalis Securities is not affiliated with Corporate Advisory Solutions, LLC.*

Embracing Tech-Focused Verticals While Maintaining Core Excellence

Our core services for each coverage market are the cornerstone of CAS's success for years, but we are not stopping there. We are constantly exploring for new ways to create additional value.

As an example, CAS is actively engaging with new prospects in dynamic tech-focused verticals that can add value to our clients, partners, and prospects. These verticals encompass fraud prevention & detection, billing solutions, cloud-based communication, or omnichannel strategies among other focuses. Our integration of these industries is aimed at bolstering growth in our current core markets, where we have established ourselves as an industry leader.



CAS Competitive Advantage



\$2+ Billion

In Deal Value Across **135+ Transactions** in the OBS Industry

25+ Years

Of Experience Helping Clients to Successfully **Execute Transactions**

Expertise

CAS has one of the largest proprietary database of OBS companies currently in the system boosted by big media presence



finalis® Global Network

CAS utilizes the extensive global network and specialized industry knowledge of our partner, Finalis (including 225+ affiliates) and actively participates and presents at various industry conferences, engaging with a broad spectrum of professionals across different sectors.



Relationships

CAS is a leading provider of M&A advisory services to the tech-enabled OBS sector – maintaining a relationship with most of the key players, provides a well-rounded view on different verticals



Deal Experience

20+ Tech-Enabled OBS transactions the past 3 Years and 25 valuations each year for industry participants



Industry Trends

CAS is well-versed in the latest trends within the OBS sector, particularly those that may impact our clients



Track Record

At CAS, we focus 100% of our time in the tech-enabled OBS sector, offering services from transaction & strategy advisory to M&A exit—prep engagements

Select M&A Transaction Experience

During our tenure in the OBS Sector, the CAS team members have completed more than 135 M&A engagements (both buy-side and sell-side), an average of 10-20 company valuations each year and an increasing number of market intelligence reports and operational reviews.

CAS is geographically agnostic and has provided services across the world with the principals of CAS' having prior clients based in Germany, Luxemburg, the U.K., France, Canada, Australia, the Philippines and India (e.g., EOS, Natixis Bank, Altisource Holdings, CIBC, etc.).

 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to TRIVEST BII Services Corp.</p>  <p>June 2021</p>	 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to WEB RECON.</p>  <p>July 2021</p>	 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to ARGS.</p>  <p>July 2021</p>	 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to MERCHANT SERVICES.</p>  <p>March 2021</p>	 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to MCSI.</p>  <p>February 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to CCMR3.</p>  <p>October 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to meduit.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to MedData.</p>  <p>January 2022</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to TB TONKA BAY.</p>  <p>January 2022</p>
 <p>MERGED WITH</p>  <p>The undersigned initiated the transaction and served as M&A advisor to LIBERTY and ASPIRION.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to LaSalle Capital.</p>  <p>December 2021</p>	 <p>ACQUIRED THE ASSETS OF</p>  <p>The undersigned initiated the transaction and served as M&A advisor to MEDCONN.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to WAKEFIELD & ASSOCIATES.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to Windham Professionals.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to LFB.</p>  <p>December 2021</p>	 <p>ACQUIRED THE ASSETS OF</p>  <p>The undersigned initiated the transaction and served as M&A advisor to AMS ALLEN MAXWELL & SILVER.</p>  <p>December 2021</p>	 <p>ACQUIRED THE ASSETS OF</p>  <p>The undersigned initiated the transaction and served as M&A advisor to NCC BUSINESS SERVICES.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to firstsource.</p>  <p>December 2021</p>
 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to SINGLEPOINT GROUP INTERNATIONAL.</p>  <p>December 2021</p>	 <p>ACQUIRED THE ASSETS OF</p>  <p>The undersigned initiated the transaction and served as M&A advisor to NRC.</p>  <p>December 2021</p>	 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to TRAK AMERICA.</p>  <p>December 2021</p>	 <p>MERGED WITH</p>  <p>The undersigned initiated the transaction and served as M&A advisor to Katabat Holdings, LLC.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to MONARCH RECOVERY MANAGEMENT, INC.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to McCarthy, Burgess & Wolff.</p>  <p>December 2021</p>	 <p>MEMBER</p>  <p>The undersigned initiated the transaction and served as M&A advisor to PATENAUD & FELIX.</p>  <p>December 2021</p>	 <p>ACQUIRED</p>  <p>The undersigned initiated the transaction and served as M&A advisor to Altisource Portfolio Solutions S.A.</p>  <p>December 2021</p>	 <p>WAS ACQUIRED BY</p>  <p>The undersigned initiated the transaction and served as M&A advisor to Broad Street Holdings, LLC.</p>  <p>December 2021</p>

Clients & Transaction Partners

CAS engages with a variety of businesses globally ranging from small-medium businesses, to large enterprises, and to blue-chip clients. The logos below represent current and former clients of CAS or transaction partners (including both transaction and strategic advisory).

OBS Industry



Private Equity



Banking



Finalis Securities Partnership

As registered representatives under Finalis Securities, LLC. ("Finalis"), this partnership equips us with the following competitive advantages to deliver superior outcomes for our clients:

- **Streamlined Deal Execution:** As registered representatives of Finalis, we ensure efficient and compliant deal closure, providing a smooth experience for sellers.
- **Regulatory Acumen:** Our partnership grants us access to top-tier regulatory expertise, safeguarding your transaction against compliance risks.
- **Broadened Access:** Finalis expands our reach in the buyer market, enhancing opportunities for optimal deal terms.
- **Dedicated Support:** Benefit from a dedicated team at Finalis focused on the administrative and regulatory aspects of your transaction.
- **Increased Credibility:** Our association with a recognized broker-dealer instills confidence among potential buyers, increasing the attractiveness of your offering.
- **Focus on Maximizing Value:** With the technicalities handled by Finalis, we focus on strategic negotiation to maximize your sale value.



Finalis Investment Banking Platform



Network of **225+ boutique investment banks** and placement firms **totaling 400+ bankers**.



Currently **over 1,500 active mandated deals** and **\$50B+ in transactions volume**.



Closed \$4B+ transactions in the last 2 years and are growing rapidly.

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Commitment to Security

At CAS, data security, confidentiality and compliance are taken very seriously.

All data on Companies we work with is stored with a reputable secure third-party cloud-based provider (Firmex), which is password protected and two-factor authentication or watermarking can be enabled.

All hardware is remotely monitored and accessible via our technology partner (ABLE) and can be wiped, if needed.

All CAS employees leverage a VPN (i.e. NordVPN) to ensure connections leveraging network data remain private and only for our intended audience.

All systems at CAS have antivirus, antimalware and other cybersecurity measures to provide multi-vector protection against phishing and other data breach attempts.

Whenever secure data or PII is being transmitted, we can and will encrypt our emails correspondence.

We undergo regular and frequent changes of login credentials to minimize the risk of hacking attempts.

FIRMEX



ABLE
Technology
Partners LLC

Our Team





MICHAEL LAMM

MICHAEL LAMM

Managing Partner

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As a Managing Partner at CAS, Michael 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.

Michael is actively involved in leading industry associations including ACA (Council of Delegates), Institute for Collection Leadership (ICL – Board Advisor), Receivables Management Association (RMA), the Association for Corporate Growth – Philadelphia chapter (membership committee), the American University Alumni Association (chapter leader) and the Healthcare Financial Management Association (HFMA).

He is committed to giving back to the M&A advisory community by frequently speaking at industry events on M&A and valuation trends. He is also a regular contributor to industry publications where he offers analysis, posts blogs and writes articles.

Prior to co-founding CAS, Michael served as a Director at Kaulkin Ginsberg, an M&A strategic advisory firm specializing in the ARM industry for over 10 years, where he executed on over 70 M&A transactions and acted as a strategic adviser to both service providers and creditors.

Michael holds the Series 79, 63 and SIE registrations as a Registered Representative of Finalis Securities LLC, Member FINRA and SIPC, through whom he conducts securities transactions. He is also a FINRA arbitrator.

Michael was awarded a degree in international studies by American University. He also co-founded the U.S.-Israel Business Exchange in Washington, DC while attending university.

He lives in Gladwyne, PA with his wife and three children.



MARK RUSSELL

MARK RUSSELL

Managing Partner

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As a co-founder of CAS, helping clients prepare their businesses for sale is only one of Mark's responsibilities. He manages all aspects of the firm's operations and transaction advisory engagements while working from the firm's Chevy Chase, MD office. Mark also plays a central role in the firm's Merchant Banking business. In addition to helping clients prepare a business for sale, he works with clients who wish to make an acquisition to either grow or diversify a business. Drawing upon his many years' experience in Merchant Banking and Advisory Services, Mark also provides valuation and strategic consulting services to client companies.

Prior to co-founding CAS, Mark spent twelve years supporting clients at Kaulkin Ginsberg, a strategic advisory firm in the accounts receivable management industry. Mark was a Director and helped to oversee and manage various client engagements.

Mark is actively involved in leading industry associations including ACA International (asset buyers committee), Receivables Management Association (RMA), the Association for Corporate Growth – national chapter, Healthcare Financial Management Association (HFMA), Turnaround Management Association (TMA) and Washington, DC-area networking groups.

Because Mark is a Registered Representative of Finalis Securities LLC, Member FINRA and SIPC, he is able to manage securities transactions including capital raises and M&A engagements. He holds the Series 79, 82 and 63 Registrations.

Mark is a graduate of Boston University where he earned a BS degree in Economics with a minor in Business Administration. He received his MBA in Entrepreneurship and Small Business Management from Georgetown University.

He lives in Maryland with his wife and two children.



NICK CIABATTONE

NICK CIABATTONE

Director

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Nick is a Director on the CAS team and provides administrative and transaction advisory support to the principals of CAS. Since joining CAS in 2015, Nick has continued to serve as lead deal support on M&A transactions and is responsible for closing numerous sell-side and buy-side transactions as well as completing various portfolio/company valuations, strategic advisory, consulting, and compliance assignments.

Nick currently serves on the Receivables Management Association (RMA) Public Relations and Marketing Committee and has been a member of the committee since 2016. He is a member of the Association for Corporate Growth (ACG) University Class of 2018.

Nick began as an intern at CAS in June 2015 prior to becoming a Junior Analyst in February 2016, subsequently moving to Analyst, Associate, Sr Associate, Vice President, and now Director. Nick's prior experience includes working as an Equity Research Co-op at Turner Investments where he was involved in assisting portfolio managers in equity valuation. Before joining Turner Investments, Nick worked at DuPont Capital Management with the private equity fund of funds group, where he assisted in all phases of the due diligence process.

Nick graduated from Drexel University's LeBow College of Business summa cum laude with degrees in Finance and Accounting.

Nick resides in Philadelphia, PA, and is based out of CAS' Philadelphia office.



MICKEY KAISER
VICE PRESIDENT



DREW SACHER
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Since joining CAS in 2016, Mickey has served as lead deal support on numerous M&A transactions and engagements as well as completing several portfolio/company valuations, strategic advisory, market intelligence and consulting engagements.

Mickey is a member of the Association for Corporate Growth (ACG) University Class of 2020.

Mickey started his career at CAS in August of 2016 as an intern. Prior to CAS, Mickey worked as an Equity Research Co-op at Turner Investments where he was involved in assisting portfolio managers in equity valuation and as a Private Markets Co-op for DuPont Capital Management with the private equity fund of funds group, assisting in the different facets of the fund investment process.

Mickey graduated from Drexel University's LeBow College of Business with a degree in Finance and currently resides in Philadelphia, PA.

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Drew provides administrative and transaction advisory support to the principals of CAS. He assists with the firm's M&A, strategic consulting, valuation, compliance and regulatory business practices.

Drew has been a member of the Receivables Management Association (RMA) Social Media and Editorial Committee from 2020 to 2021.

Prior to joining CAS, Drew was a Co-op at Susquehanna International Group and Liberty SBF, working on the Equity Finance desk and the Credit & Underwriting team, respectively.

Drew graduated from Drexel University's LeBow College of Business cum laude with degrees in Economics and Finance.



PAT FELSTEDT
SENIOR ANALYST



ALLIE BAURER
OPS & ADMIN

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Pat provides administrative and transaction advisory support to the principals of CAS. He assists with the firm's M&A, strategic consulting, valuation, compliance and regulatory business practices.

Prior to joining CAS, Pat worked as an Investment Banking Co-op at Alkali Partners and Bryant Park Capital.

Pat graduated from Drexel University's LeBow College of Business magna cum laude with degrees in Finance and Real Estate. He currently resides in Philadelphia, PA.

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As the Operations and Administrative Assistant, Allie Baurer provides administrative and operational support to the deal team. In this capacity, Allie assists in the firm's communications outreach program, manages database efforts, maintains corporate accounts and memberships, and organizes conference arrangements for the Managing Partners. Allie also collaborates with the deal team, helping them schedule and plan meetings and company events, create streamlined processes for CAS, and oversee the CAS intern program.

Allie is a graduate of the Pennsylvania State University in State College, Pennsylvania. Prior to joining CAS, Allie worked as an administrative assistant for Penn State's College of Information Sciences and Technology, where she provided administrative support to the Office of the Dean.

Allie resides in Philadelphia, Pennsylvania with her husband.

Contact Us

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