



Cortland Advisors, LLC

Mergers | Acquisitions | Consulting

MIDDLE MARKET TRANSACTION EXPERTS

Cortland Advisors, LLC is an international mergers and acquisition advisory and consulting services firm specializing in businesses with revenues between \$10MM and \$75MM.

PRACTICE INFORMATION

Cortland brings an array of industry experts with operational, financial, market creativity and knowledge based on front-line experience. Cortland is creative in getting deals done from an experienced viewpoint in helping our clients achieve a successful transaction. Our team and networks in select industries and geographies enable us to identify the most suitable acquisition targets and suitors, or help you decide on the growth plan. We help our clients achieve a successful transaction.

INDUSTRY FOCUS

- Government Contracting
- Aerospace & Defense
- Technology
- Engineering
- Manufacturing
- Construction
- Healthcare
- Transportation
- Digital Media



CORE SERVICE OFFERINGS



CAPABILITIES & EXPERTISE

- Pre- and Post-merger/ Acquisitions Support
- Marketing Materials/ Financial Overview Preparation
- Acquisition Targets & Financial Sponsors Identification
- Approach Selected Buyer Lists
- Transaction Structuring & Negotiation
- Strategic, Operational & Growth Planning
- Marketing & Financial Analyses
- Due Diligence & Business Assessments
- Mergers & Acquisitions Consulting
- Valuation & Leverage Analysis
- Strategic Partnership Developments
- Joint Ventures
- Board Director & Company Officer Development
- Executive & Management Coaching



CHANNEL PARTNERS & ALLIANCES

Cortland has a diverse set of strategic partnerships that enables it to out-source key components of client support, including business valuations, accounting, legal services, research and financial modeling. Cortland leverages deeply established relationships with Wall Street and regional financial institutions, commercial banks, private equity funds and strategic buyers in a variety of markets to further client objectives.



MANAGEMENT TEAM

 **Randy Coppersmith**
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 **Ken Taormina**
Founder & Vice Chairman
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 **Dan King**
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WE

BELIEVE

WHAT OUR CLIENTS SAY ABOUT US AFTER THE TRANSACTION IS MORE IMPORTANT THAN WHY THEY ENGAGED US IN THE FIRST PLACE.

CORTLAND OFFICE LOCATIONS

Washington, D.C. (HQ)

Dallas

Orlando

Tampa



TRANSACTION HISTORY

Cortland's advisory team of 35 senior business professionals have worked on over 300 M&A deals globally over the last 35 years developing deep backgrounds in international, commercial, government and financial sectors.

 Market Connections* Research you can act on. was assisted by Cortland Advisors, LLC in its recent sale to GovExec. September 2021 Cortland Advisors, LLC	 ARCLINE Has acquired October 2019 Cortland Advisors, LLC	 THE McLaughlin GROUP Was assisted by Cortland Advisors, LLC to secure a television distribution deal with American Public Television. September 2019 Cortland Advisors, LLC	 THE McLaughlin GROUP Was assisted by Cortland Advisors, LLC to secure a syndicated podcast distribution deal with Westwood One. September 2019 Cortland Advisors, LLC	 THE McLaughlin GROUP Was assisted by Cortland Advisors, LLC to secure a syndicated radio distribution deal with Westwood One. September 2019 Cortland Advisors, LLC	 THE McLaughlin GROUP Was assisted by Cortland Advisors, LLC to secure a broadcast distribution deal with Maryland Public Television. May 2019 Cortland Advisors, LLC
 TRITON DEFENSE Has acquired J. AGUILAR GROUP INC. May 2019 Cortland Advisors, LLC	 avtex the point of interaction™ Has acquired AVDS Automated Voice & Data Solutions Differently Different™ February 2019 Cortland Advisors, LLC	 CF Has acquired PROMETHEUS October 2018 Cortland Advisors, LLC	 Private Investor Has acquired CF June 2018 Cortland Advisors, LLC	 Aurea Has acquired Update	 Aurea Has acquired gce
 DIGITALBRIDGE COMMUNICATIONS Has acquired TETON WIRELESS	 intercom consulting & federal systems Has acquired Cortland Advisors, LLC	 intercom consulting & federal systems Has acquired Crius	 Redgate Communications Corporation Has been acquired by AOL	 Belcan Has acquired tandel systems	 Pulse Secure Has acquired mobile spaces

Visit us at cortlandadvisors.com for further information.