



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**
Chairman
(703) 927-7027

 **Ken Taormina**
Founder & Vice Chairman
(703) 346-4140

 **Adrian Logue**
Chief Executive Officer
(703) 431-5213

 **David Reader**
President & COO
(410) 353-9697

 **Joseph Durzo**
Advisor
(303) 886-5996

 **Erin Cluff**
Advisor
(406) 624-7282

WE

BELIEVE

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



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.

Dykstra
CONSTRUCTION

Was assisted by Cortland Advisors, LLC in its sale to JF Petroleum Group.

JF
PETROLEUM GROUP

February 2022

Cortland Advisors, LLC

Market Connections*
Research you can act on.

was assisted by Cortland Advisors, LLC in its recent sale to GovExec.

GovExec

September 2021

Cortland Advisors, LLC

ARCLINE

Has acquired

RECIPROCATING TECHNOLOGY
LIFESCIENCE CORPORATION

October 2019

Cortland Advisors, LLC

THE McLaughlin GROUP

Was assisted by Cortland Advisors, LLC to secure a television distribution deal with American Public Television.

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.

Westwood One Podcast Network
A DIVISION OF CORNING MEDIA

September 2019

Cortland Advisors, LLC

THE McLaughlin GROUP

Was assisted by Cortland Advisors, LLC to secure a syndicated radio distribution deal with Westwood One.

Westwood One
EVERYONE'S LISTENING

September 2019

Cortland Advisors, LLC

THE McLaughlin GROUP

Was assisted by Cortland Advisors, LLC to secure a broadcast distribution deal with Maryland Public Television.

mpt MARYLAND PUBLIC TELEVISION

May 2019

Cortland Advisors, LLC

TRITON DEFENSE

Has acquired

J. AGUIBALDO GROUP, INC.

May 2019

Cortland Advisors, LLC

avtex
the point of interaction™

Has acquired

AVDS
Automated Voice & Data Solutions
Deliberately Different™

February 2019

Cortland Advisors, LLC

CFI
Corporate Financial Intelligence

Has acquired

PROMETHEUS

October 2018

Cortland Advisors, LLC

Aurea

Has acquired

Update

Aurea

Has acquired

gce

DIGITALBRIDGE COMMUNICATIONS

Has acquired

TETON WIRELESS

intercom
consulting & federal systems

Has acquired

CALCOTIN CAPITAL CORP.

intercom
consulting & federal systems

Has acquired

Crius

Redgate Communications Corporation

Has been acquired by

AOL

Belcan

Has acquired

tandelsystems

PulseSecure

Has acquired

mobile spaces

Visit us at cortlandadvisors.com for further information.