

Healthcare M&A Focus[®]

Addressing the M&A needs of Healthcare Professionals in our changing world

February 2011

Inside This Issue

Need To Know, 2011!

Great Source for Transaction Activity

Market Watch from Mesirow Financial

Meet The McLean Group Healthcare Practice Team

LinkedIn Groups We Follow

About Us:

The McLean Group is a national investment bank serving middle market businesses. For more information, visit www.mcleanllc.com.

The McLean Group, LLC
7900 Westpark Drive
Suite A320
McLean, VA 22102
703.827.0200
www.mcleanllc.com

Need to Know, 2011!

Welcome to our globally-connected hyper-news era. We receive “newsletters” from everyone who wants to establish a “brand,” sell a product or become a “thought leader.”

With that in mind, The McLean Group Healthcare Practice Team has taken a new direction. In our future Healthcare M&A Focus communications, we will be sharing information about our team’s activity, where it’s happening, and what we think it means to our past and future clients.

But we also will point you to where we believe you can find important news items to help you make good business decisions in 2011. We will avoid re-publishing or analyzing other sources into sound bytes—we will leave the analysis up to you.

As you will see in Levin’s Newsletter (link below), healthcare M&A in 2011 is off to a good start. See Market Watch from Mesirow Financial for economist Diane Swonk’s tips on economic trends in 2011.

We hope you find this Healthcare M&A Focus communication valuable and look forward to your comments and suggestions. Here’s to a happy and successful 2011 for all!

Great Source for Transaction Activity

The McLean Group recommends Irving Levin Associates, Inc. as a great source for transaction activity information:

<http://www.levinassociates.com/health-care-deal-news>

Market Watch from Mesirow Financial

In this section of our Healthcare M&A Focus, we share economists’ wisdom from around the world that we believe provides our readers valuable and usable information. Click this link to read Mesirow Financial Chief Economist Diane Swonk’s first edition of, “Themes on the Economy” for 2011:

http://www.mesirowfinancial.com/economics/swonk/themes/themes_0111.pdf

Meet The McLean Group Healthcare Practice Team

Each quarter we will introduce two team members.



Chuck Andrews, Managing Director in the McLean Group's Chicago office and Lead Banker of the firm's Healthcare Practice, has more than 35 years' experience in the technology arena. For the past 9 years, his transaction expertise has been in mergers and acquisitions for privately-held companies with a focus on healthcare, distribution and service businesses.

In addition to sales and management roles with NCR, Motorola, Dell and Toshiba, Chuck has been involved with start-up firms in the parallel processing, mass storage, voice and data communications technologies, as well as e-commerce software systems. His IT and healthcare clients have included Baxter Labs, American Hospital Supply, Methodist Medical Centers, McKesson HBO and medical practices throughout the Midwest. For the past 10 years, he also has been a board member of International Child Care, a healthcare NGO operating family clinics throughout Haiti and the Dominican Republic.

Chuck is a Certified Business Intermediary (CBI) through IBBA and a Chartered M&A Professional (CMAP) through NACVA. He is a FINRA Registered Representative, Investment Banking Representative and Wealth Advisor (Series 7, 66 and 79).



Steve Zielinski is a Managing Director in the McLean Group's St. Louis office. He has worked as a financial, investment and banking professional for more than 25 years, serving middle market institutions, businesses and entrepreneurs seeking buy-side, sell-side and recapitalization transactions. He brings invaluable expertise and excellent contacts in the healthcare and investment marketplace.

One of Steve's focus areas is creating innovative funding models that leverage institutional, government, private and public company funding sources to accomplish specified growth and liquidity goals in biotechnology, life sciences,

medical devices, healthcare services and information technology.

Steve advises investors and companies whose products, practices and applications favorably impact environmental, social/human and governance related issues. He helped develop and manage several private institutional investment funds and for almost 20 years served several St. Louis community banking organizations as a legal director, bank chairman, audit committee chair, and investment and loan committee member.

Steve earned a Bachelors of Science in Management Sciences from St. Louis University. He also has completed executive and investment certification programs from The Haas School of Business at the University of California, Berkeley, University of Pittsburgh, The Wharton School of the University of Pennsylvania, University of Chicago Booth School of Business, and University of Manchester, England. He is a former president of the St. Louis University Alumni Association.

Steve is a member of the ICCR Global Health Initiatives Coalition. He is a Chartered M&A Professional (CMAP) and an Accredited Valuation Analyst (AVA) through NACVA, a Certified Investment Management Analyst (CIMA) through the Investment Management Consultants Association, and an Accredited Investment Fiduciary Analyst (AIFA) through the Center for Fiduciary Studies. Steve also is a real estate broker. He is a FINRA Registered Representative (Series 7, 63, 65 and 79).

M&A News:

LinkedIn Groups We Follow:

- Healthcare Information & Management Systems Society
- Medical Device Development
- Healthcare M&A Advisors
- Healthcare Network
- Healthcare Informatics
- Healthcare Technology

Practice Bankers

Charles Andrews
Healthcare Practice Lead
Managing Director
Chicago Office
312.451.8802 direct
candrews@mcleanllc.com

Enrique Brito
Senior Managing Director
Washington, DC Office
703.981.5476 direct
ebritom@mcleanllc.com

Jason Fernandez
Managing Director
Austin Office
512.687.3485 main
jfernandez@mcleanllc.com

Shari Overstreet
Managing Director
Austin Office
512.687.3485 main
soverstreet@mcleanllc.com

Brian Sullivan
Managing Director
Silicon Valley Office
650.638.2310 main
bsullivan@mcleanllc.com

Robert Turner
Managing Director
Cleveland Office
440.484.1060 main
rtturner@mcleanllc.com

Todd Warner
Managing Director
Tampa Office
877.400.7878 main
twarner@mcleanllc.com

Steve Zielinski
Managing Director
St. Louis Office
314.307.1090 main
szielinski@mcleanllc.com

The McLean Group Advantage

Our healthcare practice assists industry middle market firms' growth strategies via capital formation and/or acquisitions as well as liquidity requirements in the form of a partial or total sale.

- Two senior healthcare bankers on every engagement provide industry expertise and transaction continuity.
- Our national scope delivers ongoing contact with industry operators and funding sources at the local level.
- Valuation expertise delivers focus on industry value drivers and trends affecting a transaction.
- Exit Strategies Institute provides experts in designing and implementing value maximization strategies.

About The McLean Group

The McLean Group is a national, middle market investment bank providing mergers & acquisitions (M&A), capital formation, market intelligence, business valuation, litigation support and exit planning services. Headquartered in the Washington, DC metropolitan region's technology, communications and government contracting corridor, the firm is among the top middle market investment banks in the nation.

- **M&A:** The McLean Group uses its considerable expertise in a wide variety of industries to identify the most probable and suitable candidates to complete transactions under the most favorable terms for its clients.
- **Capital Formation:** The McLean Group arranges private equity, venture capital, senior debt and subordinated debt in amounts ranging from \$5 million to \$250 million to support clients' expansions, mergers & acquisitions (M&A), refinancings, recapitalizations, leveraged buyouts and shareholder liquidity objectives.
- **Market Intelligence:** By leveraging superior competitive analyses, the firm provides business executives with comprehensive market intelligence reports, which provide the market insight and analytical expertise required to reduce risk and uncertainty in strategic decision making.
- **Business Valuation:** As a core competency and complement to its M&A business, The McLean Group provides business valuation services, including intangible asset and financial security valuations for a variety of transactions, financial reporting and tax purposes.
- **Litigation Support:** From quantifying economic damages to valuing a minority interest in a business, the firm has the business valuation experience and credentials to support cases involving a variety of legal issues.
- **Exit Planning Services:** Based on its extensive experience advising owners of middle market businesses, The McLean Group has developed a proprietary process that analyzes more than 60 value/risk drivers that can have a significant impact on the value of a business.