



## 18<sup>TH</sup> ANNUAL M&A ADVISOR AWARDS WINNERS

### I. SECTOR DEAL OF THE YEAR

#### ENERGY DEAL OF THE YEAR

**Acquisition of Oildex by DrillingInfo**

Vaquero Capital

Intertek

#### FINANCIALS DEAL OF THE YEAR

**Merger of LourdMurray with Delphi Private Advisors, with an investment from HighTower**

Republic Capital Group

HighTower

LourdMurray

Solomon Ward Seidenwurm & Smith, LLP

Delphii Private Advisors

#### MATERIALS DEAL OF THE YEAR

**Sale of Robert Allen Duralee Group to RADG Holdings**

SSG Capital Advisors LLC

Perkins Coie LLP

RAS Management Advisors, LLC

Winchester, Sellers, Foster & Steele, P.C.

Hahn & Hessen LLP

White and Williams LLP

Otterbourg, P.C.

#### TELECOMMUNICATION SERVICES DEAL OF THE YEAR

**Acquisition of Qualitynet by VIVA**

Kuwait Telecommunications Company

National Bank of Kuwait (NBK)

Bahrain Telecommunications Company B.S.C

#### CONSUMER DISCRETIONARY DEAL OF THE YEAR (\$10MM-\$25MM)

**Acquisition of Legends Express Car Wash by WhiteWater Express Car Wash**

Holland & Knight

SkyKnight Capital

Barton Creek Capital

WhiteWater Express Car Wash

#### CONSUMER DISCRETIONARY DEAL OF THE YEAR (\$50MM-\$100MM)

**Sale of DFA Holding Company, Inc. to the DFA New York Employee Stock Ownership Trust**

CSG Partners

Bradley Arant Boult Cummings

DFA New York LLC

Argent Financial Group

Morrison Cohen

#### CONSUMER DISCRETIONARY DEAL OF THE YEAR (OVER \$100MM)

**Acquisition of Tonal by L Catterton**

L Catterton

Tonal

#### CONSUMER STAPLES DEAL OF THE YEAR

**Merger of Dogfish Head Brewery with the Boston Beer Company**

McDermott Will & Emery

The Boston Beer Company

Nixon Peabody

Dogfish Head Brewery



## **II. FIRM OF THE YEAR**

### ACCOUNTING/DUE DILIGENCE FIRM OF THE YEAR

ACA Aponix

### BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR

MeIcap Partners, LLC

### COMMUNICATIONS FIRM OF THE YEAR

FTI Consulting Strategic Communications

### CONSULTING FIRM OF THE YEAR

Ankura Consulting Group, L.L.C.

### INVESTMENT BANKING FIRM OF THE YEAR

BDA Partners

### LAW FIRM OF THE YEAR

Orrick Herrington

### LENDER FIRM OF THE YEAR

Churchill Asset Management LLC

### PRIVATE EQUITY FIRM OF THE YEAR

Huron Capital

### STRATEGIC CORPORATION OF THE YEAR

Safeguard Business Systems

### VALUATION FIRM OF THE YEAR

Cherry Bekaert LLP

## **III. PRODUCT/SERVICE OF THE YEAR**

DatasiteOne, Merrill Corporation

## **IV. PROFESSIONAL OF THE YEAR**

### CORPORATE DEVELOPMENT PROFESSIONAL OF THE YEAR

R. Scott Sutton, Vice President, Safeguard

### INVESTMENT BANKER OF THE YEAR

Jason Murgio, CEO, Merger & Acquisition Services, Inc

## LEGAL ADVISOR OF THE YEAR

Jane Rose Siegfried, Associate, Ballard Spahr LLP

## SERVICE PROFESSIONAL OF THE YEAR

Andrew Swihart, Manager, UHY Advisors Corporate Finance

## V. DEAL FINANCING OF THE YEAR

### DEBT FINANCING OF THE YEAR

#### **Financing of ResinTech, Inc**

Capstone Headwaters

Fulton Bank of New Jersey

### EQUITY FINANCING OF THE YEAR

#### **Majority Recapitalization of SchoolAdmin by Quad Partners**

GulfStar Group

SchoolAdmin

Shearman & Sterling LLP

Quad Partners

Kramer Levin Naftalis & Frankel LLP

#### **Majority Recapitalization of DistroKid by Silversmith Capital and Spotify**

Horizon Partners

DistroKid

Goodwin Procter (formerly Gunderson Dettmer)

Spotify

Kirkland & Ellis

KPMG

Latham Watkins

Silversmith Capital Partners

Ansarada

## VI. RESTRUCTURING DEAL OF THE YEAR

### RESTRUCTURING DEAL OF THE YEAR (\$10MM-\$100MM)

#### **Restructuring of Diesel USA, Inc.**

Arent Fox LLP

Young Conaway Stargatt & Taylor, LLP

Getzler Henrich & Associates LLC

### RESTRUCTURING DEAL OF THE YEAR (\$100MM-\$1B)

#### **Restructuring of The NORDAM Group, Inc.**

Huron

The Carlyle Group

Weil Gotshal & Manges

Latham & Watkins

Guggenheim Securities, LLC

PwC

Richards, Layton & Finger PA

CR3 Partners

Simpson, Thacher & Bartlett

AlixPartners

Morrison Foerster

Jefferies

J.P. Morgan

## RESTRUCTURING DEAL OF THE YEAR (OVER \$1B)

### **Restructuring of COFINA**

Stifel Financial	Weil
Miller Buckfire	Cadwalder
Citi	Milbank
US Bankruptcy Court Northern District of Texas	McDermott
Phoenix Management Services	Quinn Emanuel
Proskauer Rose	Davis Polk
Pietrantonio Mendez & Alvarez	Coda Advisors
O'Neill & Borges	Broadspan Capital
O'Melveny & Myers	Ducera
Kramer Levin	

## VII. TECHNOLOGY DEALS OF THE YEAR

### TECHNOLOGY DEAL OF THE YEAR (\$10MM-\$25MM)

#### **Majority Recapitalization of SchoolAdmin by Quad Partners**

GulfStar Group	Kramer Levin Naftalis & Frankel LLP
SchoolAdmin	Shearman & Sterling LLP
Quad Partners	

### TECHNOLOGY DEAL OF THE YEAR (\$25MM-\$50MM)

#### **Acquisition of Navigator Management Partners by Avaap**

Clearsight Advisors	NMS Capital
Avaap USA	

### TECHNOLOGY DEAL OF THE YEAR (\$50MM-\$75MM)

#### **Restructuring of Steel City Media**

Gordian Group	Alix Partners
Carmody MacDonald	Quinn Emanuel
Smithwick & Belendiuk	Moore & Van Allen

### TECHNOLOGY DEAL OF THE YEAR (\$75MM-\$100MM)

#### **Acquisition of DonRiver by Ciena**

Spurrier Capital Partners	Ciena
DonRiver	

### TECHNOLOGY DEAL OF THE YEAR (\$100MM-\$250MM)

#### **Acquisition of 1st Global Inc. by Blucora Inc.**

Haynes and Boone, LLP	PJT Partners
Foley & Lardner, LLP	Blucora
ERG Capital	

### TECHNOLOGY DEAL OF THE YEAR (\$250MM-\$500MM)

#### **Series A Minority Financing of Checkout.com led by Insight, DST, GIC, Ribbit, Blossom Capital**

FT Partners	Checkout.com
Insight Partners	DST Global

## TECHNOLOGY DEAL OF THE YEAR (\$500MM-\$1B)

### **Majority Investment in Invoice Cloud from General Atlantic**

Raymond James  
General Atlantic  
Summit Partners  
Paul Weiss

Invoice Cloud  
Kirkland & Ellis  
PricewaterhouseCoopers

## TECHNOLOGY DEAL OF THE YEAR (OVER \$1B)

### **Acquisition of eFront by BlackRock**

Kramer Levin Naftalis & Frankel LLP

Scotto Partners

## **VIII. CORPORATE/STRATEGIC DEAL OF THE YEAR**

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$10MM-\$25MM)

#### **Acquisition of CiVentiChem LLC by Sterling Pharma Solutions**

Wombat Capital Markets  
CiVentiChem  
Smith Anderson

Sterling Pharma Solutions  
Womble Bond Dickinson

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$25MM-\$50MM)

#### **Acquisition of Transportation Equipment by The Andersons, Inc.**

Generational Capital Markets

The Andersons, Inc.

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$50MM-\$75MM)

#### **Acquisition of Red Giant Oil Company by HollyFrontier**

Corporate Finance Associates  
Koley Jessen

Morgan, Lewis & Bockius  
HollyFrontier

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$75MM-\$100MM)

#### **Sale of Sternberg Lighting to Lumenpulse Group**

Prairie Capital Advisors  
Sternberg Lighting  
Holland & Knight  
Professional Fiduciary Service  
Porte Brown

Reinhart Boerner Van Deuren  
Lumenpulse Group Inc.  
Fasken Martineau Dumoulin  
Burns Levinson  
KPMG

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$100MM-\$250MM)

#### **Acquisition of Lackawanna Insurance Group by Group 1001**

Merger & Acquisition Services, Inc.

Keefe Bruyette & Woods, Inc.

### CORPORATE/STRATEGIC DEAL OF THE YEAR (\$250MM-\$500MM)

#### **Acquisition of Peoples Health Inc. by UnitedHealthcare**

Provident Healthcare Partners  
HealthLink Enterprises, Inc.  
Taggart Morton, LLC

Neiman & Interian, PLLC  
UnitedHealth Group

## CORPORATE/STRATEGIC DEAL OF THE YEAR (\$500MM-\$1B)

### **Acquisition of 15 television stations in 10 U.S. markets from Cordillera Communications by The E.W. Scripps Company**

BakerHostetler

Cordillera Communications, LLC

Cooley LLP

Methuselah Advisors

The E.W. Scripps Company

Wells Fargo

## CORPORATE/STRATEGIC DEAL OF THE YEAR (\$1B-\$5B)

### **Restructuring of Claire's Stores**

FTI Consulting

Weil, Gotshal & Manges LLP

Claire's Stores

## CORPORATE/STRATEGIC DEAL OF THE YEAR (OVER \$5B)

### **Merger of Pebblebrook Hotel Trust with LaSalle Hotel Properties**

Raymond James

Citi

Goldman Sachs

Bank of America Merrill Lynch

Hunton Andrews Kurth

Pebblebrook Hotel Trust

## **IX. CROSS BORDER DEAL OF THE YEAR**

### CROSS BORDER DEAL OF THE YEAR (\$10MM - \$100MM)

#### **Acquisition of FreshPlanet by Vivendi**

Drake Star Partners

Vivendi

### CROSS BORDER DEAL OF THE YEAR (\$100MM-\$1B)

#### **LabCorp-Envigo: Sale, spin-out, transfer of a business unit to the spin-out and an ongoing commercial agreement**

Cahill Gordon & Reindel LLP

Envigo International

Wells Fargo Securities, LLC

Laboratory Corporation of America

Goldman Sachs & Co. LLC

Hogan Lovells US LLP

### CROSS BORDER DEAL OF THE YEAR (OVER \$1B)

#### **Merger of Transocean and Ocean Rig**

Seward & Kissel LLP

Transocean Ltd.

Ocean Rig UDW Inc.

Ogier

King & Spalding LLP

Hamburger

Maples and Calder

Wenger & Vieli Ltd

## **X. PRIVATE EQUITY DEAL OF THE YEAR**

### PRIVATE EQUITY DEAL OF THE YEAR (\$10MM-\$25MM)

#### **Acquisition of Hydrow by L Catterton**

L Catterton

Hydrow

### PRIVATE EQUITY DEAL OF THE YEAR (\$25MM-\$50MM)

#### **Majority Investment in Rock Solid Technologies by Strattam Capital**

Strattam Capital

Rock Solid Technologies

Wyrick Robbins

IT ExchangeNet (ITX)

## PRIVATE EQUITY DEAL OF THE YEAR (\$50MM-\$75MM)

### **Refinancing of Apex Linen**

JD Merit & Company  
Snell & Wilmer

Highland Capital Avenue Partners

## PRIVATE EQUITY DEAL OF THE YEAR (\$75MM-\$100MM)

### **Acquisition of Spectrum Solutions and Go-2 Fulfillment by DW Healthcare Partners**

Generational Capital Markets  
Haynes & Boone  
Corporate Diligence Specialist  
Skidmore Olausson  
Workman Nydegger

DW Healthcare Partners  
Paul Hastings  
Ernst & Young  
Ernst & Young - Parthenon  
Hub International

## PRIVATE EQUITY DEAL OF THE YEAR (\$100MM-\$250MM)

### **Acquisition of Remington Products Company by Gridiron Capital**

Cascade Partners

Gridiron Capital

## PRIVATE EQUITY DEAL OF THE YEAR (\$250MM-\$500MM)

### **Sale of Lighthouse Technologies Holdings Corp. to Lightyear Capital**

Dentons  
Macquarie Group  
BKD

Davis Polk  
William Blair & Co

## PRIVATE EQUITY DEAL OF THE YEAR (\$500MM-\$1B)

### **Sale of Clean Earth by Compass Diversified Holdings**

The Compass Group  
Moelis & Company LLC  
Houlihan Lokey

Squire Patton Boggs (US) LLP  
Alvarez & Marsal  
BMO Capital Markets

## PRIVATE EQUITY DEAL OF THE YEAR (OVER \$1B)

### **Acquisition of Millennium Trust Company by Abry Partners**

Raymond James  
Kirkland Ellis  
Parthenon Capital Partners  
Ernst & Young

Merrill Corp.  
Capstone LLC  
Abry Partners  
PwC

## **XI. M&A DEAL OF THE YEAR**

### M&A DEAL OF THE YEAR (\$10MM-\$25MM)

#### **Sale of The Data Incubator to Pragmatic Marketing**

Leonis Partners

Pragmatic Marketing

### M&A DEAL OF THE YEAR (\$25MM-\$50MM)

#### **Acquisition of Garvin Industries, Inc. by Southwire Company, LLC**

BCMS Corporate LLC  
Garvin Industries, Inc.  
Chamberlain, Hrdlicka, White, Williams & Aughtry

Southwire Company, LLC  
VRA Partners  
Eversheds Sutherland



## M&A DEAL OF THE YEAR (\$50MM-\$75MM)

### **Acquisition of Solid Systems CAD Services by Park Place Technologies**

Generational Capital Markets

Agile Equity

Weycer, Kaplan, Pulaski & Zube

BDA

Park Place Technologies

Benesch, Friedlander, Coplan

PwC

## M&A DEAL OF THE YEAR (\$75MM-\$100MM)

### **Acquisition and integration of Harry's Fresh Foods, and separation of "Stockpot" from Campbell's, by Kettle Cuisine**

West Monroe Partners

Kettle Cuisine

Campbell Soup Company

Kainos Capital

BNP Paribas

Weil, Gotshal & Manges

PwC

## M&A DEAL OF THE YEAR (\$100MM-\$250MM)

### **Sale of Polartec to Milliken & Company**

Lazard Middle Market

Polartec

Versa Capital Management

Milliken & Company

## M&A DEAL OF THE YEAR (\$250MM-\$500MM)

### **Recapitalization of Ethos Veterinary Health, LLC by Brown Brothers Harriman**

Citizens Capital Markets, Inc.

Brown Brothers Harriman

## M&A DEAL OF THE YEAR (\$500MM-\$1B)

### **Acquisition of EQT Conventional Appalachia by Diversified Gas & Oil PLC**

Stifel

RBC

## M&A DEAL OF THE YEAR (\$1B-\$10B)

### **Divestiture of global assets to facilitate the merger of Praxair with Linde**

Deloitte Consulting LLP

McDermott Will & Emery

Praxair, Inc

Taiyo Nippon Sanso Corporation

Messer Industries GmbH

Linde Aktiengesellschaft

## M&A DEAL OF THE YEAR (Over \$10B)

### **Acquisition of Shire by Takeda**

Finsbury

FTI Consulting

J.P. Morgan Cazenove

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