

LOCKE BRIDGE

CAPITAL PARTNERS

Securing Premium Value for the Middle Market

MEDICAL DEVICE & HEALTHCARE IT EXPERIENCE

Changes in healthcare costs, reimbursement rates, and federal policies are impacting the plans of most healthcare participants. As a result, we have never been more active advising on M&A transactions, strategic partnerships, and financing alternatives across a range of healthcare verticals. LockeBridge clients range from early revenue companies raising capital to fund innovative healthcare IT initiatives to multi-billion-dollar international medical device companies seeking acquisitions and divisional divestitures.

Managing Members - Medical Products Experience

Scott Waxler – Managing Partner



Scott has over twenty years of experience in mergers & acquisitions, corporate finance and business development roles. He is the recipient of numerous national and international awards including the M&A Advisor's 2006 "Deal Maker of the Year" Award, which is recognized as one of the investment banking industry's most prestigious honors. Scott has been the lead advisor on numerous healthcare transactions involving such companies as Hill-Rom, Getinge Group, Neurotherm, Lung-Assist, Surgical Tables, Inc and many more. Scott has authored dozens of articles and has been quoted on numerous occasions regarding the state of the bio-tech, and numerous other industries, and in publications such as Mergermarket and Inventor's Digest.

Jack Jacchino – Managing Director



Jack has over 30 years of transactional experience in the technology sector advising on billions of dollars of transactions within ranging from early state to multi-\$billion global enterprises. Jack joined LockeBridge after a successful career of over twelve years as the North American M&A Leader for IBM's Global Business Services. Jack was recruited by the CEO of IBM to initiate, build, and lead the corporation's global business services practice. During his career in banking, Jack has completed over 250 acquisitions and 135 divestments. His experience in the Technology Industry includes strategic and transaction advisory, divestitures, joint ventures, mergers and acquisitions.

Bob Seltzer – Managing Director



Bob has founded various technology companies and worked as a senior executive and consultant in the information technology and healthcare vertical for over two decades. Bob has co-developed and been named on patent applications for several companies operating in a variety of technology verticals. He has served as chairman of the NIST Advanced Technology Partner Consortium for Healthcare, which members included major industry representatives including Oracle, C. Everett Koop Foundation and Beth Israel Deaconess Medical Center. Bob’s has significant expertise in the securities markets with various size banks including Prudential Securities, where he was a member of the Prudential Securities Chairman’s Council.

Advisory Experience

LockeBridge and/or its Managing Directors has significant experience with transactions involving Medical Device and Healthcare IT products and companies engaged in sophisticated licensing ventures, capitalizations, mergers and acquisitions. Such experience includes, but is not limited to:

Representative Experience - Transaction Participants

3M Co.	Getinge Group	RDG Medical Holdings
A&R Sawyer/HyrdaCor	Hill-Rom	RF Medical Devices
Addvise Lab Solutions	ICP-Medical	Smith & Nephew
Baxter International	Johnson and Johnson	Sodexo
Becton Dickenson	Lung Assist	Stratus Interoperable
Boston Scientific	Medtronic	Stryker
DePuy-Synthes	Neurotherm	Surgical Tables
Howmedica	Phillips	Vertex Pharma
General Electric	Prosenex	Zimmer Holdings

Representative Experience – Medical Device and HIT Products

Medical Devices	Healthcare Information Technology
Respiratory systems and disposables	Patient Experience Software
Neurological rehabilitation devices	Medical Records Management EHR/EMR
Spinal repair devices and disposables	Healthcare Data Management & Analytics
Coronary care disposables and diagnostics	Clinical Monitoring
Surgical and transfer tables and equipment	Remote Patient Monitoring
Infection control disposables	Clinical Documentation
Gynecological devices and disposables	Practice Management
Wound care disposables	Nutrition Management
Cancer treatment disposables and diagnostic devices	Patient Scheduling
Endoscopy devices	Healthcare Workforce Management
Soft tissue repair consumables	Healthcare Collaboration
Fixation devices	Online Diagnostics

Sample Transactions

DESCRIPTION	TRANSACTION TYPE	ADVISORY SERVICES	SIZE
Buy-Side: A large US based med-device manufacturing company	Strategic Acquisition of Med Device Company	Sourced the opportunity, Led deal team. Negotiated terms. Led closing activities and Integration of acquired company	\$650M
Sell-Side: Med-Device Mfg.	Sale to Strategic Acquirer	Identified the buyer, Led the deal team. Negotiated terms. Led closing activities	\$190M
Buy-Side: PE Platform acquisition of med-device firm	Private Equity Acquisition	Sourced the opportunity, Led the deal team. Negotiated terms. Led closing activities.	\$65M
Sell-Side: PE Platform acquisition of med-device firm	Private Equity Acquisition	Identified the buyer, Led the deal team. Negotiated terms. Led closing activities	\$28M
Sell-Side: PE Platform acquisition of med-device firm	Strategic Acquisition of Med Device Company	Led the deal team. Negotiated terms. Led closing activities	\$9M
Advisory: HIT software firm	Exclusive License to Strategic Partner/Distributor	Negotiated terms. Drafted contract w/legal, Advisory board member	\$7M

HealthCare Sector Advisory Board

Darren S. Tishler, M.D. - General Surgeon, Hartford Hospital. Specific expertise in bariatrics

Gary Bloomgren, M.D. - Former Biogen, Vice President Compliance and Risk Management

Matthew Nekoroski - Founded and successfully exited various medical device & healthcare IT companies

Thomas Huling - Founded and successfully exited various medical products and healthcare IT companies

Mel Prenovitz - Founder of various medical device companies. Specific expertise in endoscopic device products and user markets

Awards & Accolades

