



Karl Straub, SENIOR VP AND GENERAL MANAGER, Per-Se Technologies HOSPITAL SERVICES DIVISION, “ We grow our company both organically and through strategic acquisitions. Per-Se was the buyer of MidMarket Capital represented client Advantage Health dba Flexistaff. We find that when an experienced M & A advisor represents the seller it increases the likelihood that a transaction will be successfully completed. A good intermediary will help keep his client’s value expectations in-line with the market. A seller’s advisor can provide valuable deal structure recommendations to help balance buyer versus seller deal requirements. Finally, the good seller advisor works with his client and our business team to settle on the business issues before we bring in the attorneys for final legal review.”