



December 2013

NEWS AND NOTES



Bob Ventura



Joe Tribendis

As the founding member of Ventura Group, I can tell you that we are committed to delivering to small- and mid-sized companies the same level of expertise and performance that Fortune 100 companies demand from their investment bankers. Joe Tribendis and I believe that such companies deserve this level of service, and, more importantly, we have the capability to deliver it across a wide range of industries, particularly through our partnership with BBC and with the industry knowledge Bob Dickson brings to our team. If you'd like to learn more about our firm and its extensive range of services, contact me at 412-227-0305 or rventura@ventura-group.com.

Welcome to the first issue of *M&A Matters*, a publication of the Ventura Group, which provides merger and acquisition and corporate advisory services to middle market family-owned, privately-held and public companies. As former corporate development executives with Fortune 100 companies, the members at Ventura Group offer middle market clients the experience needed to maximize value and minimize risk in company sales, divestitures, and acquisitions. To learn more about us, visit www.ventura-group.com.

Strategic Relationship with Berkshire Bridge Capital Enhances Customer Value

Ventura Group is pleased to announce a strategic alignment with Berkshire Bridge Capital, LLC (BBC), an SEC registered broker-dealer and member FINRA and SIPC. Ventura Group securities transactions will be offered through BBC, and BBC will expand Ventura Group's advisory capabilities in the global software and technology, consumer product, aerospace & defense and telecommunications industries. With experience in arranging and structuring more than \$10 billion in more than 50 capital market transactions, including public and private equity and convertible securities, BBC also can assist in raising equity or debt capital for our valued clients.

Ventura Group Helps Research Institute Acquire Leading Educational Policy Organization

Using its experience in the government services sector, Ventura Group helped RTI International (the trade name of Research Triangle Institute), an \$800 million research institute based in North Carolina, complete its acquisition of MPR Associates, Inc.,

Berkeley, Calif., an industry leader in education policy and research. Prior to advising RTI in executing the transaction, Ventura Group led RTI through an acquisition strategy and screening process. RTI's strategy and goals were linked with acquisition objectives which led to the development of a ranked list of measurable acquisition criteria. Over 300 potential targets were screened, which ultimately resulted in the selection of MPR. This transaction was the seventh that Ventura Group has completed on RTI's behalf.

Dickson to Serve as Life Sciences and Heath Sector Advisor

Bob Dickson, CFO of CardiacAssist, Inc. will serve as an advisor to Ventura Group, primarily in the life sciences sector. He has more than 40 years of experience in public accounting and as a financial officer for publicly traded and privately owned companies, including more than 20 years in the medical device industry. While continuing in his role as CFO for CardiacAssist, Bob's life sciences experience will strengthen the advisory services offered by Ventura Group.

Ventura Group Launches Redesigned Web Site, Opens New Office

Looking for more information on Ventura Group? You'll find everything you want to know when you visit www.ventura-group.com, our newly redesigned web site that features up-to-date information delivered and scalable to your desktop, tablet, or smartphone. We've also opened a new office at One PPG Place in downtown Pittsburgh, which is complemented by our presence in the Boston area, where Joe Tribendis is located.

Investment Banking and Corporate Advisory Services

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