



**TARGET INDUSTRIES**

Adirondack is searching to acquire a majority interest in a privately held, U.S. based business in the following sectors:

INDUSTRY	NAISC	SIC
<b>Insurance Distribution</b> <i>commercial, P&amp;C, and specialty products emphasis</i>	524210, 524126, 524128	63
<ul style="list-style-type: none"> <li>• Program Administrators, Managing General Agents (MGAs), Wholesalers</li> </ul>	524210	6411
<ul style="list-style-type: none"> <li>• P&amp;C Retail Agencies</li> </ul>	524210	6411
<ul style="list-style-type: none"> <li>• Third Party Administrators</li> </ul>	524292	6411
<ul style="list-style-type: none"> <li>• Insurance Services &amp; Technology</li> </ul>	524298	6411, 6399
<b>Health Care Services</b> <i>hospital services and physician services in particular</i>	62, 561110, 524298	80, 8099
<ul style="list-style-type: none"> <li>• Medical Clinics: <i>emergency and non-emergency care, walk-in clinics</i></li> </ul>	621111, 621491, 621493	8011
<ul style="list-style-type: none"> <li>• Alternative Medical Care: <i>physical therapy, chiropractic care</i></li> </ul>	62131	8041
<ul style="list-style-type: none"> <li>• Medical Staffing: <i>pharmacists, physicians, physical therapists, occupational therapists</i></li> </ul>	56131	7361
<ul style="list-style-type: none"> <li>• Other Medical Areas of Interest:               <ul style="list-style-type: none"> <li>– Medical Records: software and technology</li> <li>– Medical Billing / Receivables Management</li> <li>– Medical IT Outsourcing</li> <li>– Pharmacy Services: specialty pharmacies and outsourcing</li> <li>– Revenue Cycle Management</li> <li>– Physician Software</li> </ul> </li> </ul>		
<b>Business Services</b>	56, 561410, 561422	73, 7323, 7375, 7389
<b>Financial Services</b>	52, 522220, 522291	62
<b>HR Services</b>	541612	7363
<b>Education &amp; Training</b>	61	8299
<b>Laboratories</b>	541710, 541380	8071, 8734

**KEY ATTRIBUTES**

**FINANCIAL**

- \$5 to \$50 million of Revenue
- \$2 to \$5 million of EBITDA
- 15%+ EBITDA Margins
- Consistent Cash Flow
- Significant Growth Potential

**OWNERSHIP SITUATION**

- Privately Held
- Owner / Operator
- Retirement-Ready
- Management Gap / Transition
- Limited Family Involvement

**CONTACT INFORMATION**

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**NOTE:** Adirondack pays broker buy side fees and offers a generous referral fee agreement for proprietary introductions.