



Question posed to Karl Straub, Senior VP and General Manager, PER-SE TECHNOLOGIES Resource Management Business Unit – Hospital Services Division, “Karl what has been your experience when a selling company is represented by a Merger and Acquisition Advisory Firm?”

“We grow our business both organically and through strategic acquisitions. We find that when an experienced M & A advisor represents the seller it increases the likelihood that a transaction will be successfully completed. A seller’s advisor can act as an intermediary to help keep his client's value expectations in-line with the market, provide valuable deal structure recommendations, and work with his client and our business team to settle business issues before we bring in the attorneys for final legal review.”