



Welcome, [davekauppi@sbcglo...](#)  
[[Sign Out](#), [My Account](#)]

[Finance Home](#) | [Help](#)

Welcome, [davekauppi@sbcglobal.net](#) [[Sign Out](#)]

[My Yahoo! View](#) - [Customize](#)

## Financial News

Enter symbol(s)

Basic

Get

[Symbol Lookup](#)

Press Release

Source: MidMarket Capital, Inc.

# MidMarket Capital Advises Van Slyck on Sale to Eclipsys

Monday December 18, 3:31 pm ET

CHICAGO, Dec. 18 /PRNewswire/ -- MidMarket Capital acted as the exclusive financial advisor of Van Slyck & Associates on the company's sale to Eclipsys, the investment firm announced today. MidMarket Capital is a healthcare industry mergers and acquisition firm based in Chicago.

(Logo: <http://www.newscom.com/cgi-bin/prnh/20061218/LAM074LOGO>)

Eclipsys Corporation® (Nasdaq: [ECLP - News](#)), The Outcomes Company® closed the acquisition of Van Slyck & Associates, Inc., (VSA) a patient classification, acuity-driven nurse staffing service and software company on Friday. MidMarket Capital principals Jim Brennan and Dave Kauppi provided investment banking services to Van Slyck.

"Acuity-based, Patient Classification systems are now required in many states to determine adequate nurse staffing. The federal government's patient-centric care regulations force automated patient acuity to the forefront of driving efficient care delivery based on industry accepted nursing and staffing standards. The solutions, currently offered by VSA, automate this entire process," said Ann Van Slyck, RN, MSN, CNA, FAAN, VSA's chief executive officer.

"We recognized that we needed to be part of a much larger company to accommodate the future growth of our products and services. The two companies have shared a strong strategic business relationship since 2004, with Eclipsys marketing the Van Slyck solution under the Eclipsys Sunrise Patient Acuity(TM) brand that was 'Powered by Van Slyck(TM)'. This acquisition builds upon that great partnership," said Van Slyck.

"Eclipsys employed a strategy that seems to be gaining favor with large technology companies seeking to grow through acquisition. It is the 'try it before you buy it,' model," said MidMarket's Brennan.

Van Slyck added, "Since MMC led the negotiations, we were able to preserve a great working relationship with the buyer. Their leadership in the overall acquisition process allowed the VSA team to focus on our Clients and not the hour-to-hour gyrations of the deal."

About MidMarket Capital, Inc.

MMC provides investment banking and merger and acquisition advisory services to Healthcare Technology Companies. [www.midmarkcap.com](http://www.midmarkcap.com) or email [brennan@midmarkcap.com](mailto:brennan@midmarkcap.com)

About Van Slyck

A nationally recognized healthcare industry leader since 1981, Van Slyck & Associates, Inc. (VSA) has assisted acute & specialty hospitals from 100 to 1,200+ total beds and helped to optimize nursing resources, maximize fiscal accountability, achieve legislative and regulatory compliance, enhance quality and safety, while improving patient care outcomes.

Contact:  
Dave Kauppi

MidMarket Capital  
[davekauppi@midmarkcap.com](mailto:davekauppi@midmarkcap.com)  
O: 630-325-0123

James Harris  
Westside Public Relations  
[jharris@westsidepr.com](mailto:jharris@westsidepr.com)  
O: 310-398-5565

---

Source: MidMarket Capital, Inc.

---

Copyright © 2006 Yahoo! Inc. All rights reserved. [Privacy Policy](#) - [Terms of Service](#)

Copyright © 2006 [PR Newswire](#). All rights reserved. Reproduction or redistribution of PRNewswire content is expressly prohibited without the prior written consent of PRNewswire. PRNewswire shall not be liable for any errors or delays in the content, or for any actions taken in reliance thereon.