

ALDA



Committed to assisting companies with:

- **Management**
- **Capital Acquisition and Allocation**
- **Profit Maximization**

“We help physicians, scientists, entrepreneurs and managements change the world”

ALDA & ASSOCIATES International, Inc
Business and Financial Consultants

www.alda-associates.com

ALDA

***“WE CAN HELP
YOU SEE THE
WHOLE PICTURE”***



ALDA HALLMARKS

- ***EOM (Executive Outsourcing Model)***
- ***ARS (ALDA Rapid Solutions)***
 - ***Financing Assistance***
- ***Mergers and Acquisitions / Due Diligence / Post-Merger***
- ***Intellectual Property and Regulatory Affairs (FDA)***

ALDA

Executive Outsourcing Model (EOM)

This is our hallmark service and is our method for assisting in the development of a business idea or invention from concept to its commercialization and guiding the company through a liquidity event.

A physician or entrepreneur may have a medical invention or business product, service or idea but is unsure of how to best commercialize it or needs help in doing so. ALDA will (a) Supplement the management team by providing seasoned executives for the appropriate positions needed, (b) Raise the necessary capital, (c) Ensure any necessary patents are optimized (if appropriate), (d) Shepherd the product through any required FDA or other regulatory process, (f) Commence or streamline the manufacturing process, (g) Initiate/accelerate the sales process and (h) Guide the Company through a liquidity event. In doing so, we provide significant and seasoned executive management personnel to support the Company.

Other aspects of EOM include:

Business Planning

ALDA can help you by leading you through an assessment of your mission and development of a business plan to meet your goals. Business Planning is essential to any well-managed successful company and becomes even more so as businesses enter what promises to be a period of consolidation, regulation and turbulence.

Organization and Human Capital Consulting

Many companies need assistance in aligning people strategy and the processes to achieve profitability. We can assist by providing tools such as organizational strategy, executive coaching, talent management and recruitment, performance management, career development training and transition and assistance with human resource special projects.

ALDA Rapid Solutions (ARS)

ARS is ALDA's framework for solving business problems in an accelerated timeframe. We "parachute" ALDA personnel into any company and within 48 hours identify business problems and propose solutions for each problem.

ALDA can provide your Company interim or part time CEO, COO or CFO services as a short- or long-term solution to staffing needs. It can also provide seasoned assistance during times of stress and crisis. ALDA delivers innovative solutions to improve profitability, maximize cash flow and deliver value to all the stakeholders.

Financing Assistance

ALDA can help you to assess and determine the optimum capital structure of your company. This determination involves complex considerations of the different types and amounts of capital needed - even before you address the challenge of successfully raising capital. ALDA has experience in determining appropriate capital structures and, with our strong relationships with institutions and investors, in successfully raising the required funds.



Mergers and Acquisitions / Due Diligence / Post-Merger Integration

Whether you are thinking of acquiring or selling a business, ALDA can evaluate the financial and operational consequences of your transaction. Through acquisition investigation and financial analysis, ALDA can measure the risk in a proposed merger or acquisition and develop specific recommendations as to what tactics would be most advantageous to you. We perform valuation services to assist in the determination of the strategic value of the existing business, business being acquired or divestitures. Additionally, our consultants can help with the critically important post-merger integration planning and implementation, a process that is often overlooked when the deal is done.

As a strategic partner, ALDA is uniquely qualified to assist you with these business issues. We become strategic partners with management, the Board of Directors and stakeholders.

Intellectual Property and Regulatory Affairs (FDA)

Early-stage Biotechnology, Life Science and Health Care companies (among others) may be strong in ideas but weak in execution. ALDA professionals bring to bear a wide-range of skills that provide focus in the areas most critical for success for such companies. These include (1) the development of an intellectual property estate (through the patent process) and (2) navigating the maze of regulatory affairs and commercial approval by agencies such as the Food and Drug Administration (“FDA”). ALDA will assist in all the phases from concept to commercialization.



“WE CAN SHOW YOU HOW TO TARGET YOUR EFFORTS FOR MAXIMUM EFFECTIVENESS”



Experienced Professionals

Our experienced professionals are dedicated to helping clients unlock inherent value and create new value.

Our handpicked, executives are experienced in a variety of skill sets and backgrounds, enabling them to deal with numerous types of business problems from finance to operations. In addition, we maintain a network of strategic alliances which enable ALDA to provide experienced consultants with comprehensive human resource, employee benefits, information technology, intellectual property and regulatory affairs answers as well as independent research for public companies. Our network includes alliances with:

- Target Health, Inc
- Centric Management Services Co., LLC
- Internet Technology Group, Inc.
- Upstream Partners



“OUR EXPERIENCED PROFESSIONALS CAN SHOW YOU ALL THE RIGHT STEPS”

ALDA

David H. Fater*Chief Executive Officer*

Strategy, Capital Markets, Restructuring, and Mergers and Acquisitions experience. As a senior corporate executive (CEO/CFO) with four public healthcare companies focused on physician management, rural healthcare, nursing homes, HMO's, diagnostic imaging and medical devices, he gained experience in IPOs, follow-on offerings and debt financing, having raised over \$700 million in senior, subordinated and convertible debt and preferred and common equity as well as every aspect of the healthcare system. Currently, he is deeply involved in the implementation of the Affordable Care Act with Accountable Care Organizations, Independent Practice Associations and Management Services Organizations. He has served as an international business advisor to senior management and boards of directors as a senior international partner during a 24-year career with Ernst & Young. He is a skilled negotiator, adept at mergers and acquisitions and restructuring.

Richard M. Cohen*Chief Operating Officer*

Healthcare operations and worldwide sourcing experience. He is skilled in healthcare (physician management, clinical trials, medical and patient process flow, diagnostic imaging and life science) operations as well as in issues dealing with importing, exporting and manufacturing operations in South America, Far East and Europe. Strong management experience in strategy and operations in companies ranging from start-ups to Fortune 500 including medical device manufacturers as well as healthcare and biotechnology and drug discovery companies.

Thomas J. Bohannon*Senior Financial Executive*

Accomplished, creative CPA experience provides outstanding analytical and technical abilities. Has experience for over 40 years in public accounting and private industry including nursing homes, medical device companies, hospitals, not-for-profits, retail, manufacturing, import/export and natural resources. Well versed in SEC reporting, financial accounting systems and technical accounting issues.

A.Ronald Turner*Senior Healthcare Executive*

Senior healthcare industry executive with strong entrepreneurial focus including CEO and COO positions with start-up hospital companies and a publicly-traded hospital company. Extensive and successful operations experience for more than 50 hospitals and 9 nursing homes, and senior reimbursement experience for a major publicly-traded hospital company and a national accounting firm. Experienced in mergers and acquisitions, led operational turnarounds and debt restructurings that created significant value.



Mark W. Caton –*Senior Healthcare Executive*

Senior hospital executive with over 30 years experience in operating not-for-profit and investor-owned rural/community hospitals as CEO or COO, and Regional COO with several national hospital companies. Skilled in strategic planning and business development, operations management, revenue cycle management, medical staff development, and quality/resource management.

Santiago Guzman*International Business Development Executive*

Experienced in new project development for companies in a variety of industries from start-up to Fortune 500. Client relations management, fluent in English and Spanish. Skilled facilitator for introductions with influential leaders in South America including those in the health care industry. Projects based in South America have included export management for apparel companies, agricultural commodities exports and establishing research projects for US medical equipment companies with established and well-respected universities and medical centers in South America.

David Bott*Sr. Information Technology Executive*

Experienced consultant with over 15 years of experience in the Information Technology industry. Mr. Bott analyzes an organization's strategic business needs to assess business models and their integration with technology. He focuses on the structure, policies, and operations of an organization, and to recommend solutions that enable the organization to achieve its goals. He specializes in Microsoft related infrastructure projects as well as application development, system integration, and strategic IT staffing.

Jeffrey E. Topfer, JD, MPH*Senior Operations Executive*

Healthcare operations and technology experience provides business development and mergers and acquisitions services, merger integration implementation, legal transaction advice, due diligence assistance, strategic planning, development of innovative business concepts and operational processes, and forging of strategic alliances and corporate finance functions. Mr. Topfer also brings a variety of experiences through his association with numerous healthcare companies as a former special assistant to Daniel Moynihan.



Daniel N. Weiss, M.D., F.A.C.C.

Senior Medical Clinician and Investigator

Medical devices and healthcare practice experience having performed numerous invasive cardiac procedures and has served as a consultant for several Fortune 500 Medical Device Companies including Philips, Boston Scientific/Guidant, St. Jude and Medtronic, as well as for several medical device and drug start-up companies. He has been a clinical investigator for numerous national clinical trials, including the MADIT II (MultiCenter Automatic Defibrillator Implantation Trial) and SCDHeFT (Sudden Cardiac Death Heart Failure Trial), AVID (Antiarrhythmics vs Implantable Defibrillators) and AFFIRM (Atrial Fibrillation Follow-up Investigation of Rhythm Management). As both a medical doctor and an electrical engineer with a computer science background, he brings a unique perspective to medical device and life sciences companies.

David E. Huizenga, Ph.D., JD

Senior Technology Executive

Patent portfolio management, licensing, and competitive intelligence. Provides translation of a company's science strategy to the patent and business strategy, able to focus on the structure/function relationships of small molecules and functional nucleic acids, such as aptamers, and the integration of rational and irrational discovery paradigms to identify molecules having new and desired function. Experienced in all aspects of biotechnology patent prosecution and intellectual property counseling as well as litigation.

Jerry M. Anchin, Ph.D

Senior Biotechnology Executive

Extensive experience in biotechnology research and business ventures having been actively involved in the fields of immunology, molecular biology, drug discovery, and protein chemistry since 1978 and has experience as the Head of Assay Development and Manufacturing and Group leader of Drug Discovery. Recipient of seven patents including the design of a novel immunoassay for the detection of creatine-kinase isoenzymes released during acute myocardial infarction as well as the discovery of a novel small molecule for the prevention of asthma. Also experienced in medical devices and diagnostics with two patents involving the measurement of heart rate variability and other biological signals for the identification of patients at elevated risk of future pathological events such as imminent death, cardiac mortality and diabetic autonomic neuropathy.

ALDA AREAS OF FOCUS:

Health Care-

**Health Care Services
Physician Management
Hospital Management
Medical Devices
Life Sciences/Biotechnology**

Other-

**Manufacturing
International Business
Information Technology**



Testimonials:

“Daszkal Bolton LLP has had a 10+ year relationship with the professionals and partners of ALDA. ALDA has been a great partner to our firm in servicing our clients which have added significant value to our clients and we have called upon them many times to support our work, especially in the areas of:

- Merger and Acquisition assistance including diligence, valuation, financial analysis and integration,
- Valuation of corporate entities or select assets
- Practice management solutions for various health care businesses including physician staffing and traditional health care practices
- ALDA Rapid Solutions - a timely and noninvasive check up on business process and profitability which transitions into fast financial improvements to companies,
- Turnaround consulting for companies with cash flow problems and operational issues

I would recommend ALDA for any growing or established company that needs financial and business consulting. Their team of professionals are highly qualified, reliable and add significant value.”

Michael I. Daszkal, CPA
Managing Partner
Daszkal Bolton LLP

“ALDA has been engaged to assist our company in succession and crisis management planning. While the project is still in its early stages, the ALDA Principals have demonstrated keen insights into our company, including identification of key organizational and management options that should greatly assist us as we move forward together.”

Jules T. Mitchel, Ph.D., MBA
President
Target Health Inc.



***“LET ALDA
SHOW YOU
HOW TO MAXIMIZE
SHAREHOLDER VALUE”***



Representative Engagements

- Acquisition due diligence and integration assistance for a public healthcare staffing company involved in numerous acquisitions. Retained by parent company to manage acquired company for 22 weeks through ALDA developed integration plan.
- Turnaround management assistance for a near bankrupt client company, including tax and financial restructuring, and ultimate sale at a significant cash price.
- Leadership development of a client company’s strategic plan for the next decade and assistance in repositioning the company and providing the necessary executive management to accomplish its goals.
- Determination of strategic value of a client company, packaging for sale and assisting in negotiations.
- Providing the entire management team for several life science and healthcare companies from early stage through obtaining additional patent protection, guiding clinical development plans, navigating the pathway through the FDA, establishing the manufacturing processes, initiating commercial sales and eventually transforming the Company into a publicly traded Company.
- Determination of strategic implications of a line of business with weak performance; development of strategies to maximize profitability contribution.
- Turnaround management assistance for a troubled venture-backed company including raising additional debt and equity capital and developing and implementing a complete new strategy.
- Acquisition and financing assistance for a public, international railroad in connection with a \$300 million cross-border acquisition and refinancing.

Selected Clients

Following is a partial list of clients for whom ALDA has performed successfully:

A Novo Broadband, Inc.	J2J Exchange
Affinity Bank	Marquette Healthcare Finance
Aviation Concepts, Inc.	Medchoice Pharmacies, Inc.
Capitol Health Management	Merrill Lynch Healthcare Capital Finance
Caregiver Services, Incorporated	Metropolitan Touring
Central Synagogue of New York	Novus Healthcare, Inc.
CIT Healthcare Financial Services	Partex Apparel Company
Collegiate HealthCare, Inc.	PhyCare Solutions, Inc.
Direct Meds, Inc.	Pinnacle Imaging, Inc.
Downtown Bronx Medical Associates, P.C/	Purple Mountain Bison Co.
Equity Corporation International, Inc.	RailAmerica, Inc.
Free Girl, Inc.	Republic of Ecuador
GE Capital Healthcare Financial Services	Sandbox
Genesis Group International, Inc	Siemens Financial Healthcare Lending
Greer Industrial, Inc.	United Emergency Services, Inc.
Immugen Pharmaceuticals, Inc.	Vicor Technologies, Inc.
Infusion Technologies, Inc.	World Health Alternatives, Inc.



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For additional information, call or write:

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with offices in:

Boca Raton/Delray Beach, FL
Atlanta, GA
New York, NY
Quito, Ecuador

ALDA