

Boutique Investment Bank providing M&A Advisory, Valuation and Strategic Consulting Services to the Outsourced Business Services Sector Specializing in Accounts Receivable Management, Revenue Cycle Management and Customer Relationship Management



Michael Lamm
Managing Partner

Corporate Advisory Solutions
www.corpadvisorysolutions.com

Contact:
Michael Lamm
215-717-8719
mlamm@corpadvisorysolutions.com

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. Lamm, would you tell us about Corporate Advisory Solutions?

Mr. Lamm: Corporate Advisory Solutions is a boutique investment bank that specializes in the outsourced business services sector. We help owner and

executives who are looking to buy and sell companies in our markets along with providing valuation and strategic consulting services. We are different in the sense that most boutique investment banks are generalists; we on the other hand are very much specialists/experts in the outsource business services sector.

CEOCFO: Was that the strategy from day-one or did that develop opportunistically?

Mr. Lamm: No. My partner Mark Russell and I, were at another M&A advisory firm. I was there for ten years and my partner Mark was there for twelve years. We found that being a specialist was extremely useful when competing on engagements and we felt like we needed to continue that and broaden into other complimentary sectors when we started the business 4 years ago.

“We are extremely transparent and clear with our objectives and our perspective. There are zero games with us – we tell it as it is! Selling a business is a very emotional decision, owners need to feel they have a partner throughout the process that has as much to win and lose as they do.”- Michael Lamm

CEOCFO: When people are looking for an advisory service, when they are looking for a investment bank, do they realize there are specialists and how do people find you?

Mr. Lamm: We frequent many of the industry conferences and tradeshows that owners and executives attend. We like to have a presence on social media and in industry publications. Through our visibility in the market, people become aware that there is a M&A and valuation specialist in the marketplace that handles companies in these areas. A lot of inbound calls come from word of mouth and testimonials that we have on our website driving people to pick up the phone and email us. Selling a business is a very sensitive and personal matter; we must ensure prospective clients understand our conversations remain strictly confidential.

CEOCFO: Would you walk us through a typical engagement?

Mr. Lamm: A typical engagement for us is a business that has \$3 to \$10 million or more in EBITDA. We will work with a company on a confidential basis and market their business to private equity, family offices, or strategic buyers that are