



# CBIZ M&A Group – Closed Transaction

## CBIZ to the Rescue

Pentech Infusions of Boothwyn, PA, a specialty home infusion therapy company that provides aggressive nutritional support to chronic renal failure patients, was in the midst of a failed transaction with a private equity acquirer.

**Jerry Vigdor**, then in his first days with CBIZ as Director of CBIZ ATA Philadelphia, learned of the situation through one of the company’s attorneys, with whom he has a long-standing professional relationship. He made his first cross-serve call.

“Jerry contacted us to see if we could take over the advisory role for Pentech,” explains **Luke Sage**, Director, CBIZ Mergers & Acquisitions (M&A) Group. “Less than four months after our initial conversations with the owner of Pentech, we were able to solicit multiple offers that were significantly higher than the offer obtained prior to our engagement. We successfully completed Pentech’s sale transaction in early May.” CBIZ fees for the services were over \$1,000,000.

“CBIZ M&A, specifically **Doug Hubert** and Luke Sage, jumped at the opportunity and impressed the attorney and the client,” reports Vigdor. “They were almost immediately engaged for the opportunity to sell this business. Since an offer had been pending, the seller had a number of demands in terms of a timetable, etc., which CBIZ M&A impressively lived up to and far exceeded the seller’s expectations.”

Sage is proud of the versatility demonstrated by CBIZ M&A Group, “given the speed at which our team familiarized ourselves with the complexity of Pentech’s specific healthcare niche and identified qualified potential acquirers from among the many parties that had expressed interest in the company due to its high profitability.”

Credit for the success of the cross-serve, Sage notes, is shared by many: “Jerry Vigdor was instrumental in initiating our engagement with Pentech and for providing advice and counsel during the course of the engagement. **Steve Leff** and **Arthur Mignogna** were extremely helpful in lending sophisticated accounting advice to our team and our client as we navigated the transaction process. Doug Hubert, **Don Schaeffer**, and **Andrew Munson** of CBIZ M&A Group were integral in the successful transaction, as all of our assignments are collaborative projects.”

Vigdor believes the new client engagement is particularly notable “because the services performed by CBIZ M&A were for an outside entity totally new to CBIZ. Two groups, ATA directors from Philadelphia and the M&A directors from Atlanta, teamed up very effectively to provide their strengths at certain points to demonstrate CBIZ’s broad capabilities and to make things happen.”

**\*\*CBIZ M&A Group served as exclusive sell-side advisor in this transaction\*\***

This announcement appears as a matter of record only.



a home infusion company specializing in dialysis nutrition and sophisticated parenteral pain management has been acquired by



DW Healthcare Partners




The undersigned initiated the transaction and acted as the exclusive financial advisor to Pentech Infusions, Inc.



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