

April 7, 2014

Financial Technology Partners LP FTP Securities LLC

Transaction Profile:

Summit Partners Acquires ABILITY Network for \$550 million



SUMMIT PARTNERS

acquires



Courtesy of:

FINANCIAL
TECHNOLOGY
PARTNERS

***The Only Investment Bank
Focused Exclusively on Financial Technology***

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Summit Partners Acquires ABILITY Network for \$550 million

Transaction Overview

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- On April 7, 2014, ABILITY Network was acquired by Summit Partners for \$550 million in a majority recapitalization
 - The acquisition represents the largest healthcare IT transaction, by dollar amount in the first-half of 2014
 - The additional funding will enable ABILITY Network to accelerate its product development and expand its technology platform
- The investment represents one of Summit Partners' largest healthcare transactions to date
- In 2011, Bain Capital Ventures and Lemhi Ventures invested \$27 mm in ABILITY
 - Following this transaction, Bain Capital Ventures will remain as an investor partner in ABILITY
 - ABILITY management and Bain Capital Ventures are rolling over an unspecified amount of their investment in the company as minority shareholders

Transaction Commentary (1)

- “ABILITY’s phenomenal growth proves they are delivering innovations that truly respond to the needs of the health care industry. We look forward to helping them take their exciting vision to a new level” – Darren Black, Managing Director, Summit Partners
- “This is a very exciting, significant step that Summit Partners is taking with us. It confirms the course we’ve been on for the past few years, and validates the contribution to innovation and services ABILITY has brought to the healthcare industry” – Mark Briggs, CEO, ABILITY Network

Selected Recent Healthcare IT Transactions

Announce Date	Acquiror	Target	EV (\$ in mm)
02/17/14	 STARR INVESTMENT HOLDINGS	 MultiPlan	na
11/06/13	 Experian™	 PASSPORT	\$850
09/23/13	 Vista Equity Partners /  Vitera	 Greenway	644
01/30/13	 ABRY PARTNERS	 thomsons ONLINE BENEFITS	160
01/07/13	 athenahealth	 EPOCRATES™	293
12/11/12	 SUTHERLAND GLOBAL SERVICES®	 Apollo Health Street	184
06/25/12	LIGHTYEAR CAPITAL	 FIS Healthcare Benefits Solutions	335
03/23/12	 Verisk Analytics™	 MediConnect Global The Medical Record Retrieval Solution	348.6
09/22/11	 Vista Equity Partners	 Vitera HEALTHCARE SOLUTIONS	320
08/04/11	The Blackstone Group*	 emdeon®	3,000

**Significant Level of Strategic and Private Equity
Healthcare IT Transaction Activity**

Source: ABILITY Network press release, Capital IQ.

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ABILITY Network Overview

ABILITY Network Overview

- Chief Executive Officer:** Mark Briggs
- Headquarters:** Minneapolis, MN
- Founded:** 2000
- **ABILITY Network offers web-based workflow and revenue cycle management solutions that simplify clinical and administrative tasks for acute and post-acute healthcare providers and health carriers**
 - Product suite includes claims remittance, eligibility verification and billing management
 - The Company serves healthcare payers, government healthcare agencies, revenue cycle management companies, hospitals, hospice and home health facilities
 - **ABILITY Network serves over 40,000 healthcare providers, healthcare payers, government healthcare agencies and revenue cycle management companies**
 - Customer portfolio includes the top 25 health insurance companies including Aetna, Wellpoint, UnitedHealth Group and Cigna

Acquisition History

Announce Date	Size	Target	Description
10/15/14	na		Provides web-based practice management and revenue cycle management solutions
03/07/13	na		Offers electronic data interchange and interface solutions
05/11/11	na	Peak Revenue	Provides claims submission software to home health and hospice organizations

Products & Services Overview

ABILITY EASE	<ul style="list-style-type: none"> ■ Automates Medicare billing management for home health by providing insurance eligibility and claims processing solutions
ABILITY ILLUMINATE	<ul style="list-style-type: none"> ■ Offers a care coordination network solution that minimizes healthcare administrative tasks including electronic communications, faxing and transition management support
ABILITY CHOICE	<ul style="list-style-type: none"> ■ Provides claims submission and remittance services to commercial payers and Medicaid ■ Offers real-time patient eligibility and benefit determination through access to Medicare's eligibility HETS database
IVANS NOW	<ul style="list-style-type: none"> ■ Manages Medicare direct data entry using existing high-speed internet
ABILITY COMPLETE	<ul style="list-style-type: none"> ■ Offers an eligibility verification solution to healthcare payers ■ Provides a customizable workflow dashboard for admissions, billing and reimbursements
myABILITY	<ul style="list-style-type: none"> ■ Provides a SaaS delivery platform that manages core revenue cycle management processes ■ Offers Medicare connectivity, patient access, scheduling and administrative solutions

Source: ABILITY Network website, Capital IQ.

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Summit Partners Overview

Summit Partners Overview



Headquarters: Boston, MA

Founded: 1984

- **Summit Partners is a private equity and venture capital firm specializing in late-stage growth equity investments, buyouts and mezzanine debt capital infusions**

- The Company invests on a global scale across 3 primary sectors: Technology, Healthcare & Life Sciences and Growth Products & Services
- Portfolio companies are located in North America, Europe, South America, Asia, Australia and Africa

- **Since inception in 1984, Summit Partners has raised over \$16 billion in capital**

- The Company has invested in over 395 companies around the world and has made exits through over 135 public offerings and over 150 strategic sales or mergers

- **Summit Partners takes an active role in its portfolio companies in a multitude of facets, including geographic expansion, talent recruitment, scaling of infrastructure, acquisition support, product strategy and preparation of mergers and initial public offerings**

- Summit Partners' executives often act as advisors, board members or operational support for its companies through experience and executives-in-residence

- **The Company employs more than 85 investment professionals across 3 offices located in Menlo Park, Boston and London**

Selected Recent Investments

Announce Date	Company	Amount (\$ mm)	Description
06/06/14	 UBER	\$1,200	Offers a car transportation and logistics crowdsourcing platform
08/20/13	 MODERNIZING MEDICINE	14	Develops electronic medical records and coding technology for surgical medical specialty practices
05/17/10	 ogone	NA	Provides payment processing services that enable merchants to offer international payment methods
03/11/11	 clearwater ANALYTICS	NA	Technology and services provider of web-based investment portfolio reporting and analytics
06/28/10	 acturis	NA	Offers SaaS software solutions for insurance underwriters and brokers
01/01/10	 Salient	NA	Investment management firm that develops, manages and delivers investment solutions to institutional and retail investors
04/06/09	 FLEETCOR	100	Global provider of specialized payment products and services to commercial fleets, oil companies and petroleum marketers
02/06/06	 FOCUS FINANCIAL PARTNERS	35	Partnership of wealth management firms to provide a trading and investment platform

Source: Summit Partners website, Capital IQ.

Overview of FT Partners

FT Partners is the Leader in Financial Technology Investment Banking

FT Partners has advised on the most prominent transactions in the Healthcare IT / Benefits Space

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to*



in its

\$138,000,000

Initial Public Offering

valuing the equity at approximately

\$ 1,200,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

- Offers end-to-end Revenue Cycle Management, Quality and Care Coordination and Physician Advisory Services
- Differentiated solutions span the entire healthcare revenue cycle
- Infused management model integrates people, processes and technology

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its exclusive role as
Capital Markets & IPO Advisor to*



in its

\$93,000,000

Initial Public Offering

valuing the equity at approximately

\$ 453,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

- Performs outsourced healthcare Payment Integrity and Recovery Services
- Medicare Recovery Audit Contractor (“RAC”) for Region A (Northeast)
- Recovered ~\$482 mm in improper Medicare payments in 2012

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its role as lead
strategic and financial advisor to*



in its growth recapitalization by



NEW MOUNTAIN CAPITAL LLC

valued at approximately

\$ 1,300,000,000



*The Only Investment Bank
Focused Exclusively on Financial Technology*

- Second largest wholesale broker in the U.S. by premiums placed ⁽¹⁾
- Group Benefits division develops, distributes and administers benefits products through 7 individual operating companies
- Division services approximately 843,000 member lives among 10,000 employer groups

Financial Technology Partners LP
FTP Securities LLC

*is pleased to announce its role as
exclusive Strategic and Financial advisor to*



in its sale of

Zywave Insurance Solutions

to



AURORA CAPITAL GROUP



*The Only Investment Bank
Focused Exclusively on Financial Technology*

- Provides technology-enabled content and communication, agency automation and business intelligence tools
- Serves the employee benefits and P&C insurance distribution industry
- Software and products are used by more than 2,600 agencies

(1) *Business Insurance*, September 2013.

Overview of FT Partners

Award-Winning Investment Banking Franchise Focused on Financial Technology

FT Partners has been recognized as Investment Banking Firm of the Year and regularly achieves Merger and Financing Deal of the Year recognition



M&A Advisor Awards

- 2014
 - **Equity Financing Deal of the Year**
 - Professional Services Deal of the Year, Above \$100mm
- 2012
 - **Dealmaker of the Year**
 - Professional Services Deal of the Year, Above \$100 mm
- 2011
 - **Boutique Investment Bank of the Year**
 - Deal of the Decade
 - *10 Deal of the Year Nominations Across 9 Categories*
- 2010
 - **Upper Middle Market Deal of the Year, Above \$500 mm**
 - IT Services Deal of the Year, Below \$500mm
 - Cross-Border Deal of the Year, Below \$500mm
- 2007
 - **Dealmaker of the Year – Steve McLaughlin**
 - Business to Business Services Deal of the Year
 - Computer and Information Technology Deal of the Year, Above \$100mm
 - Financial Services Deal of the Year, Above \$100mm



- 2006-2008 ■ Steve McLaughlin consecutively ranked (2006, 2007 and 2008) among the top Bankers in Financial Technology



Middle Market
Financing Awards

- 2008
 - **Equity Financing Dealmaker of the Year – Steve McLaughlin**
 - **Information Technology Deal of the Year**
 - **Financial Services Deal of the Year**
- 2006
 - **Financing Professional of the Year – Steve McLaughlin**
 - *Financing Deal of the Year - Equity*
 - *Financing Deal of the Year - Debt*