

ALDA



Committed to assisting companies with:

- **Capital Formation**
- **Capital Allocation**
- **Profit Optimization**

“We help physicians and scientists change the world of healthcare”

ALDA & ASSOCIATES International, Inc
Business and Financial Consultants

www.alda-associates.com

(877.845.4657)

ALDA

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



ALDA HALLMARKS:

Two of our most distinctive services are:

● ***EOM (Executive Outsourcing Model)*** – our method for assisting in the development and execution of effective strategy through a liquidity event, For example, if a physician or scientist has an invention but does not know how to commercialize it, ALDA will (a) Oversee the formation of a company, (b) Supply the management team, (c) Raise the necessary funding, (d) Ensure the necessary patents are obtained, (d) Shepherd the product through the FDA, (f) Commence the manufacturing, (g) Initiate the sales process and (h) Guide the inventor through a liquidity event for the Company.

and

● ***ARS (ALDA Rapid Solutions)*** - our framework for solving business problems in an accelerated timeframe. We can parachute into any company and in 48 hours identify all of the business problems as well as identify proposed solutions for each problem.

ALDA

Financing Assistance

ALDA can help you to assess and determine the optimum capital structure of your company, which involves complex considerations- even before you address the challenge of successfully raising capital. ALDA has experience in determining appropriate capital structures and successfully raising the required funds enabling us to develop strong relationships with institutions interested in financing businesses and helping companies to smoothly implement their business plans.

Turnaround Assistance

There are periods in the development of most businesses when they could benefit from specialized and experienced additions to their executive, operational and financial management teams on an interim basis. Engaging ALDA as your interim or part time CEO, COO or CFO provides 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.

Enhancement of Shareholder Value / Determination of Strategic Value

Business issues can rapidly overwhelm even the most astute managers. Financial planning, tax matters, and accounting and profit improvement issues are particularly complex. 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. We also perform valuation services to assist in the determination of strategic value of the existing business, businesses being acquired or divestitures.

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. Strategic Planning is essential to any well-managed successful business, but even more so as businesses enter what promises to be a period of consolidation, regulation and turbulence.

Litigation Support

Our team of experienced consultants has a wide range of skill sets that enable us to provide high value litigation support services including expert witness testimony across a variety of areas and industries including medical malpractice.

Revenue Acceleration and Cost Reduction

Many times businesses are unable to see or unable to ascertain methods to accelerate revenue, reduce costs and optimize profitability. ALDA's independent and objective consultants can identify profit maximization opportunities without pre-existing bias.



Mergers and Acquisitions / Due Diligence / Post-Merger Integration

Whether you are thinking of acquiring or selling a business, ALDA can evaluate the financial 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. 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.

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 brings to bear a wide-range of professionals that specialize in the areas most critical for success. 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 (the Food and Drug Administration “FDA”). ALDA will assist in all the phases from concept to commercialization.

Organization and Human Capital Consulting

Many companies need assistance in aligning people strategy and the processes with the business to make organizations profitable. We can assist in providing organizations with the solutions in organizational strategy, executive coaching, talent management and recruitment, performance management, training career development and transition and human resource special projects.

Sales and Marketing and Communications Counsel

Many start-up and even mature companies often require assistance in marketing their products and services, or their marketing programs have become stale over time. We can assist with the

- Expansion of your brand worldwide
- Enhancement of your image and reputation
- Positioning of your brand equity
- Uncovering of niche market opportunities
- Provision of senior level management



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

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ALDA HALLMARKS:

Two of our most distinctive services are:

- ***EOM (Executive Outsourcing Model)*** – our method for assisting in the development and execution of effective strategy through a liquidity event, and
- ***ARS (ALDA Rapid Solutions)*** - our framework for solving business problems in an accelerated timeframe.

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:

- Durant Resources Group
- Internet Technology Group, Inc.
- Target Health, Inc
- Opus Group Financial .



“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 financial executive with three public companies, 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. 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 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.

Marilyn Durant, M.S., SPHR

Organization Consultant

Certified Senior Professional in Human Resources Management providing human resources related strategies and customized solutions to improve people, processes and profitability in the workplace. Capabilities include recruitment, training and development, performance management, guidance in benefits administration and compensation; executive coaching, career transition, talent and retention strategy, HR Start ups, policy development and legal compliance, strategy and integration of people and processes in mergers and acquisitions.

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

Senior Medical Clinician and Investigator

Medical devices and healthcare practice experience engaged in a private medical electrophysiology practice where he performs numerous invasive cardiac procedures and has served as a consultant for several Fortune 500 Medical Device Companies including Guidant, St. Jude and Medtronic. He has been a clinical investigator for both the MADIT II (*MultiCenter Automatic Defibrillator Implantation Trial*) and SCDHeFT (*Sudden Cardiac Death Heart Failure Trial*). 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 Bott

Sr. Information Technology Executive

Network support solutions experience specializing in networking support solutions from one to 10,000 nodes. He has specialized expertise in process analysis, providing reviews and status reports with recommendations to increase productivity. Skilled at negotiating hardware, software and licensing purchases, Dave specializes in Windows NT and Windows 2000 wired or wireless networked computers.

Bob Gregory

Senior Business Development Specialist

Marketing and client relations experience. Experienced in positioning, brand enhancement, targeting, account planning, client relations management and marketing communications. He is a skilled meeting and research facilitator with a background in international coordination/liasing and special project management. He brings a perspective across many industries through his association with Ernst & Young International, Prodigy, PepsiCo International, Foote-Cone & Belding, and Bristol-Myers-Squibb.

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 not-for-profits, retail, manufacturing, import/export and natural resources. Well versed in SEC reporting, financial accounting systems and technical accounting issues.

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.

Aaron J. Venable

Senior Analyst

A knowledgeable executive who is highly skilled at Entrepreneurship, Business Planning and Sales Forecasting, Marketing, Lead Conversion, Lead Generation, Funnel Management, Business Finance, CRM, Sales force Automation, Telecommunications Integration and Information Systems - Mr. Venable has extensive experience improving the effectiveness and efficiency of business sales and marketing operations, processes, strategies, tactics, and the underlying technologies impacting the business's growth.



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.

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.

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.

AREAS OF FOCUS:

Health Care-

- Biotechnology**
- Health Care Services**
- Life Sciences**
- Medical Devices**
- Physician Management**

Other-

- Manufacturing**
- International**



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 non-invasive check up on business process and profitability which transitions in to 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.
- Turnaround assistance for a near bankrupt client company, including tax and financial restructuring, and ultimate sale at a significant cash price.
- Leadership of development of client company’s strategic plan for the next decade and assistance in repositioning the company.
- Determination of strategic value of a client company, packaging for sale and assisting in negotiations.
- Providing **EOM** for several life science and healthcare companies in obtaining patent protection, guiding a clinical development plan and navigating the pathway through the FDA.
- Determination of strategic implications of a line of business with weak performance; development of strategies to maximize profitability contribution.
- Turnaround assistance for a troubled venture-backed company including raising additional debt and equity capital.
- 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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Or contact us via E-Mail:

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Richard M. Cohen: rcohen@alda-associates.com

with offices in:

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

ALDA