

Company Profile

First Annapolis is a specialized advisory firm focused on electronic payments. We offer consulting and a suite of M&A advisory services to a diverse client base that includes credit/debit card issuers, payment networks, retailers, transaction processors, prepaid specialists, mobile operators, T&E companies, affinity groups, trade associations, and other industry stakeholders.

Our market coverage is international in scope with a primary focus on North America, Latin America, and Europe. First Annapolis is headquartered in the Baltimore / Washington, D.C. corridor and Europe is served through our office in Amsterdam. In total, we have over 70 professionals across our practice areas giving us one of the largest and strongest advisory teams focused exclusively on electronics payments.

Our practice areas are organized by product/service and aligned with specific industry segments. In addition to core strategy consulting, we offer specialized services across all of our practice areas. Clients benefit from our specialization, depth of industry expertise, wide network of industry contacts, and our ability to offer strategic and tactical advice.

Practice Areas

Card Issuing	Retailer Services
Deposit Access	Emerging / Mobile Payments
Merchant Acquiring	Commercial Payments

Services

Management Consulting:	Strategy Development / Implementation
Partnership Finance	Loyalty Program Support
Strategic Sourcing	Commercial Risk & Compliance
Portfolio Management	

M & A Advisory Services:	Fairness Opinions
Transaction Support	Negotiation Support
Valuations	

Leadership Team

Partners:	Lee Manfred
Marc Abbey	Frank Martien
Paul Grill	Joel Van Arsdale
John Grund	David Woynerowski
Robert Lime	

Principals:	Sarah Phelps
Scott Calliham	Jeff Poorman
Raymond Carter	Scott Reaser
Joshua Gilbert	Omid Tofigh
Stephen Mendelsohn	

Directors:	
Dan Kreis, Portfolio Management	
Mike Kovalchick, Implementation Support	

Highlights

Subject Matter Experts in Electronic Payments:	
Credit Cards	Merchant Acquiring
Debit Cards	Emerging / Mobile Payments
Commercial Payments	Prepaid Cards

Specialized Expertise:

- Leading advisor on card partnerships
- M & A advisor on major transactions
- Experts on large-scale sourcing initiatives
- Dedicated portfolio management team
- Loyalty program expertise
- Highly specialized risk/compliance resources
- Proven approach to implementation support

International Coverage:

Europe	South America
Latin America	Canada

Publications:



The Navigator is a free monthly publication that highlights our views on key industry events and trends.

Visit us on the web at www.firstannapolis.com to subscribe today.

Contact Information



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