

Healthcare Private Equity

Investing in lower middle market companies that are driving efficiencies, improving performance, and lowering costs across the healthcare ecosystem

APPROACH

DOMAIN EXPERTISE:

Leverage 24+ years investing in the healthcare vertical

TALENT:

Infuse talent where needed to drive scalability while respecting entrepreneurial cultures

GROWTH FOCUS:

Drive value creation through organic growth, acquisition, and geographic / channel expansion strategies

COLLABORATION:

Partner with founder-owned and operated businesses

TECHNOLOGY:

Invest in technology to streamline processes and enhance productivity and efficiencies

RESOURCES:

Utilize Executive Healthcare Advisory Council (EHAC) and Portfolio Operations group to support portfolio investments

TARGET COMPANY ATTRIBUTES

- Founder-owned businesses
- Proven organic growth
- Multiple value-creation levers
- Culture of compliance and clinical excellence
- Differentiated service offering and strong reputation

INVESTMENT CRITERIA

- Total enterprise value of \$15M – \$300M
- Equity investment of \$15M – \$100M per platform
- Up to \$20M of EBITDA for platform investments; no minimum for add-ons
- Control investments and select minority opportunities
- North American market focus

Areas of Focus



Outsourced Services



Healthcare Technology



Products,
Equipment, and
Distribution

INVESTMENT TEAM

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RiverGlade Investments



Education and training company that specializes in designing and delivering eLearning modules, workshops, gamification, medical writing, and launch training for pharmaceutical, biotech, and medical device companies



Leading franchisor of largely private-pay, customizable home care services for the elderly and others needing support with activities of daily living



Provider of care management solutions, in partnership with leading managed care organizations, for patients with incontinence issues



Leading network of outpatient behavioral treatment centers providing services for mental health and substance use disorders



Dentist collective offering dentistry, orthodontics, and oral surgery services to toddlers, children, and teens, in a comfortable and fun office setting



Full-service, 24/7 outsourced provider of vascular access insertion services to patients in facilities and home infusion services in partnership with specialty pharmacies



Provider of home health and hospice care services, placing caregivers trained in relevant specialties with individuals to meet their medical needs in a high-quality, compassionate manner



Technology-enabled provider of comprehensive wellness and population health management services to employers, health systems, health plans and resellers



Leading network of veterinary practices offering comprehensive pet care services including medical, surgical, retail, pharmacy, boarding, grooming and wellness



Healthcare management services company to the oral surgery sector, providing partnership and support services to market leading oral surgery providers

Select Investments Prior to RiverGlade ⁽¹⁾



High-quality language services provided by experienced, medically-qualified interpreters to eliminate communication barriers



Evidence-based provider of complex and catastrophic medical management services, primarily focused on catastrophic injuries that occur on the job and result in workers' compensation claims



Healthcare information solutions company that provides outsourced data abstraction to help healthcare providers measurably improve safety and quality of delivered care, while reducing costs



Leading reprocessor and provider of repair services for single-use devices ("SUDs") to help hospitals and surgery centers reduce medical device costs and relieve the regulatory burden of reprocessing SUDs



Outsourced hospital operating room solutions, including on-site surgical technicians and equipment services, for minimally invasive surgical procedures for hospitals throughout the US



Patient-centric network of innovative, freestanding emergency rooms, fully equipped with state-of-the-art diagnostic technology and onsite labs



Healthcare management services company to the eye care sector, providing partnership and support services to market leading ophthalmologists and optometrists



Nationally focused inpatient rehabilitation hospital management company that operates facilities in partnership with acute care hospital partners



Leading provider of behavioral healthcare services for people dually diagnosed with both a mental health and substance use disorder, offering a full range of inpatient and residential treatment options



Dentist collective offering dentistry, orthodontics, and oral surgery services to toddlers, children, and teens, in a comfortable and fun office setting



Healthcare management services company to the dermatology sector, providing partnership and support services to market leading dermatologists



Network of outcomes-based outpatient physical therapy clinics focused on changing the delivery of physical therapy through a consistent, reproducible patient experience