



# HARREN EQUITY PARTNERS - HEALTHCARE OVERVIEW

**Platform Revenue** \$15 million - \$150 million

**Platform EBITDA** \$3 million - \$20 million

**Control** Majority preferred; shared or minority in certain situations

**Focus Areas** Direct Care Providers; Outsourced Service Providers, Contract and Program Management; Pharma Services; Behavioral Health; Specialty Distribution and Supply Services; Animal Health; and Wellness, Disease Management and Population Health Management

**Current Investments (Seeking Add-Ons)**  
MedPro Healthcare Staffing - Provides diversified medical staffing services to healthcare providers throughout the United States.  
Persante Health Care - Managed services provider in the diagnosis and therapeutic treatment of sleep and balance related disorders.  
Med-Legal - Technology-enabled record retrieval and review services to the workers compensation and personal injury markets.

## HARREN HEALTHCARE OVERVIEW

Harren has increased its focus on investing in Healthcare Services with the addition of a dedicated healthcare partner, Taylor Cole. Taylor was previously a longtime member of another middle market private equity firm with responsibilities that included leading that firm’s healthcare investment activities.

### **Key elements of the healthcare investment strategy:**

- Disciplined approach to segmenting the market into sectors and sub-sectors;
- Developing investment themes and theses related to those sectors;
- Working proactively with entrepreneurs and operating executives to create opportunities and provide differentiation;
- Sponsoring and building outstanding businesses in partnership with talented management teams;
- Generating EBITDA improvement through organic growth, add-on acquisitions and margin enhancement stemming from operational improvement; and
- Cultivating opportunities to contribute additional equity and debt capital in support of such growth initiatives over the life of the investment.

Taylor’s prior firm healthcare experience included approximately \$250 million of invested equity capital that produced nearly \$800 million of total gross proceeds. That investment activity spanned numerous sectors and platforms, involved dozens of add-on acquisitions and included the following companies:

Company	Industry Sub-Sectors
Upstream Rehabilitation	Outpatient Physical Rehabilitation Services
Camelot Schools	Behavioral Health and Specialty Education
Chamberlin Edmonds & Associate	Outsourced Revenue Cycle Management Services
Cross Country Healthcare	Staffing and other Human Capital Management
MP TotalCare	Specialty Pharmacy, Distribution & Disease Management

## ABOUT HARREN

**Harren Equity Partners is a private equity firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships.**

Harren’s strategy is to create long-term value by improving operational performance, providing in-depth strategic analysis, and executing a plan in partnership with portfolio company executives. Harren focuses on investment opportunities in the lower middle market across a broad range of industries.

**Founded:** 2000

**Cumulative Funds Raised:** >\$500mm

**Fund III (2013):** \$275mm

## HARREN EXECUTIVE PROGRAM

**In addition to direct investment deal flow, Harren actively seeks introductions to qualified executives, entrepreneurs, operators and industry thought leaders in regards to partnering opportunities within our Harren Executive Program.**

For more information, please visit [www.harrenequity.com](http://www.harrenequity.com) and contact Taylor Cole directly at (434) 245-5800 or [tcOLE@harrenequity.com](mailto:tcOLE@harrenequity.com).