



Harren Equity Partners has partnered with N-SITE Group and is actively seeking acquisition opportunities in the Healthcare Communications Industry with the following characteristics:

- \$10 - \$100 million in revenue
- \$3 - \$20 million in EBITDA
- Focused on providing pharmaceutical companies with clinical content creation and / or distribution, whether through live meetings / events or electronic media
- Strong presence in the digital marketing / strategy space outside the pharmaceutical sector
- Targeted delivery channels into and recognition among healthcare professionals and / or institutions
- Strong market position and relationships with blue chip customers

The Network for Scientific Interaction, Training and Education ("N-SITE" or the "Company") provides clients with novel and innovative ways to engage, inform and educate their advisors, key clients, physician groups and other healthcare providers. Through its proprietary delivery platform, the Company delivers content within clinical context to healthcare providers (or any other preferred network). The Company incorporates the latest web and mobile technology with an emphasis on user experience and engagement giving its users the ability to access and view targeted information and / or participate in educational programming from any PC, tablet or mobile device, in real time, at their point of need. N-SITE also offers web-based and video solutions, therapeutic category network development, live meetings and traditional medical communications services. Please visit [www.nsitegroup.com](http://www.nsitegroup.com) for more information.

#### **Shae McBride, Chief Executive Officer**

Leading up to the merger of N-SITE with Novo Oncology Associates, Sharon (Shae) McBride served as one of the founders of Novo Oncology Associates and as a Senior Vice President of Business Development for Oncology Molecular Imaging. As a manager for PhyMatrix, a publicly-held physician practice management company, she was responsible for a \$30 million line of business and the company's largest oncology physician practice segment. Shae also served as the Chief Executive Officer and on the Board of Directors for Network for Medical Communication and Research, a leading medical communication, market research and education company specializing in oncology where she lead the team that grew the company from conception to over \$40 million in revenue across multiple strategic lines of business — including live events, online programming and print media. NMCR was acquired by AmeriSource Bergen in 2005. Today, Shae continues to serve on two private company boards.

#### **Tim Gatzulis, Chief Strategic Officer**

Prior to starting N-SITE, Tim founded and managed Celerity Healthcare Solutions with Kurt (below), a distributed content solutions provider servicing primarily the pharmaceutical marketplace with sales of over \$13 million. Previous to starting both N-SITE and Celerity, Tim worked with Shae at Network for Medical Communication & Research where he served as Vice President, Corporate Development. Leading up to his career in medical

communications, Tim's experience has included executive positions at healthcare technology and investment banking companies.

#### **Kurt Janson, Chief Business Development Officer**

Prior to starting N-SITE, Kurt founded and managed Celerity Healthcare Solutions with Tim, a distributed content solutions provider servicing primarily the pharmaceutical marketplace with sales of over \$13 million. Before creating and delivering content solutions to the pharmaceutical industry, Kurt spent 18 years in the pharmaceutical-biotech industry and was directly involved in product launches of such products as Fludara®, Taxotere®, Rituxan®, Zevalin® and Betaseron®. His corporate experience includes sales, sales management, marketing and executive management and it was during this time that Kurt developed a deep understanding of the pharmaceutical space, its challenges and its opportunities.

### **Operational and Strategic Partners for Outstanding Management Teams**

Harren Equity Partners is a Charlottesville, Virginia based private investment firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships with outstanding management teams. Harren's unique approach focuses on operational excellence and insightful strategic analysis, rather than financial engineering. The principals of Harren have significant operating experience and work closely with portfolio company management teams to continue to grow companies and improve profitability. Harren focuses on investment opportunities in the lower middle market, defined as companies with \$20 million to \$200 million of annual revenue, in a broad range of industries.

Harren has experience investing in the healthcare industry and is currently invested in [Persante Health Care Inc.](#), a leading provider of sleep disorder diagnostic and therapeutic solutions in the US.

Please visit [www.harrenequity.com](http://www.harrenequity.com) for more information.

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