

# CASE STUDY

# Private Equity

StevenDouglas has become the preferred Search partner for an operationally focused private equity firm that invests in growth-oriented, lower middle market companies driving strategic and operational value. With nearly \$1bn in AUM, the PE firm had a strong expertise within the healthcare services sector.

## Partnership

StevenDouglas and the PE firm aligned a strategic talent acquisition relationship covering their healthcare services sector on a national scale. Entering their 3rd fund, the PE firm made considerable growth investments in various organizations in need of key strategic talent across all levels of their organization.

StevenDouglas' ability to work across the C-Suite down through the lower/mid-management level has created a long-term partnership and firm of choice for most key business needs.

By designating a Project Manager or Client Lead on their larger hiring projects, StevenDouglas was able to maintain consistency in delivery while ensuring that the PE firm has the right team members leading each engagement for the most successful outcomes.

## Success Stories

**StevenDouglas leveraged its 25 offices nationally and its various specialized search teams to build, scale, and top-grade talent at various portfolio companies.**

- **Oral Surgery Company - TX: Utilized 2 divisions of the firm, and 5 different search partners**
  - ✓ Completed 15 Searches from May 21' through Present
  - ✓ Covered Finance, Operations, M&A, Acquisition Integration, HR and Revenue Cycle
  - ✓ Relevant Searches: SVP HR, COO, VP RCM, VP Finance & VP of Integration
- **Ophthalmology Company - NY (multi-state region): Utilized 4 different search partners covering 3 several divisions of the company**
  - ✓ Completed 13 searches since 2020
  - ✓ Covered Operations, Finance, Accounting, Human Resources and Revenue Cycle
  - ✓ Relevant Searches: VP of Finance and VP of Revenue Cycle
- **Concierge Medicine Company - FL & CA: Utilized 2 divisions of the company & 3 search associates**
  - ✓ Completed 5 searches since 2020
  - ✓ Covered Operations, Finance/Accounting and Sales
  - ✓ Relevant Searches: CFO, SVP Sales, and VP Corporate Development
- **Specialty Dental Organization - CO**
  - ✓ Completed 6 Searches
  - ✓ President & COO, CFO, VP HR, VP RCM, VP Business Development, and Director of Data & Analytics
- **Medical Physics Company - MD**
  - ✓ Completed 3 Searches
  - ✓ Relevant Searches: CFO, Director of Finance and VP FP&A