



Healthcare Capital Markets & Innovation Summit

Healthcare | Real Estate | Providers | Innovation



June 2, 2021

The Marriott Renaissance Hotel

Columbus, OH

www.HealthcareCapitalMarkets.com

Summit Book Sponsored by:



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Welcome



Welcome and thank you for joining us at The Healthcare Capital Markets & Innovation Summit for what we hope to be an annual event. This is a convergence of healthcare deal-making and investments within innovation, technology, providers, and real estate. While the world was changed forever just over one year ago, we are glad to see innovation and leadership of governments and corporations swiftly move to work together and successfully develop, manufacture, and efficiently distribute vaccines to quickly bring life back to a safe and soon to be a more normal routine. I heard during the 1918 pandemic, it took 5 years to return to larger group settings. As the State of Ohio and many other states open this week it is promising to see the current pandemic may subside in less than two years.

This past year challenged all of us in how we live and work. Isolation and quarantines created many mental health issues, especially with our children, which is why we decided to support the Big Lots Behavioral Health Pavilion with our TopGolf charity event. We all needed to pivot or adjust to a new way to manage our businesses, (Zoom, Zoom, Zoom) and interact with patients and associates. As innovation was accelerated, the explosion of digital health from relaxed government regulations appears to be here to stay in some form and fashion. Many healthcare leaders state now is the time we must further accelerate innovation to bend the cost curve while improving outcomes and take on the impending healthcare challenge that only continues to compound. Healthcare should be a leader, not a follower when it comes to innovation and developing business models to challenge the status quo. We are seeing transformation with insurance and at-risk payment models, Medicare advantage, precision medicine, artificial intelligence, drug development, retail health alternative models, transportation, as well as the patient engagement directly with digital health including phones and apps, home care, remote patient monitoring, and SDOH to name a few.

The markets are flush with cash and my private equity and family office colleagues are complaining about expensive assets yet they have come back to the market after some time off in 2020 to only further push prices higher for quality assets. Sellers, having survived a business shock like never before, are back near or exceeding pre-pandemic levels and either going to market or evaluating impending tax increases and the need to go to market. This pent-up supply coupled with uncertain regulatory and tax future along with record-breaking funding makes a recipe for robust deal activity into the second half of the year.

As you join us today, in person or virtual, in Columbus Ohio, the “Smart Healthcare City”, you are surrounded by many leaders seeking, discussing, and creating innovation and deals that will forever change and improve the development and delivery of healthcare while improving their patient lives. I hope that you enjoy a safe hybrid networking environment and leave with new partnerships, ideas, and direction for 2021.



Neil L Johnson
Lawrence, Evans & Co., LLC

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Agenda

8:30am

Welcome by Neil Johnson – Lawrence, Evans & Co., LLC

8:50am – 9:45am

Intro Panel : Discussion on Healthcare Deal Activity

- **Rich Johnson**, Founder/CEO, ViaQuest
- **Matthew McFarland, RPh, PhD**, VP Industry Relations, Nationwide Children’s Hospital
- **Ray Bajaj**, Senior VP, CTO, Fuse by Cardinal Health
- **Cheryl Strom**, Principal, The Riverside Company

10:00am – 10:45am

Breakout Session 1

Hospital Innovation & Investment <ul style="list-style-type: none">- John Ziegler, CHFP, Vice President, Ambassador Software Works- Akhil Saklecha, MD, Managing Director, Ventures, Cleveland Clinic Ventures- Dennis Tkach, PhD, Chief Operating Officer , Canton & Company- John Pigott, MD, Chief Innovation Officer, ProMedica
The Art of the Buy & Build: from deal sourcing to integration to exit <ul style="list-style-type: none">- Chad Beste, Partner, BDO Center of Healthcare Excellence & Innovation- Eric Mattson, Partner, Excellere Partners- Greg Noble, CEO, MedWorxs- Frank Carsonie, Partner, Benesch Healthcare+
Real Estate within M&A <ul style="list-style-type: none">- Chris Comer, CLCS, Client Executive, Hylant- Dave Opalek, Chief Investment Officer, Scioto Properties- Aaron Weir, Director, Kegler Brown Hill + Ritter- Dan Dowiak, Corporate Director – Real Estate, Pinnacle Rehabilitation- Matt Lasky, Managing Director, Equity LLC

Breakout Session 2

11:00am – 11:45am

Corporate Innovation & Investment <ul style="list-style-type: none">- Frank Schuckmann, Partner, Dinsmore & Shohl LLP- Brent Stutz, Senior Vice President/General Manager, Outcomes, Cardinal Health- DJ Nag, PhD, Chief Partnership Officer, Ventech Solutions- George Dial, Founder, Bloo Wraith Innovations- Eyad Farah, President, Health Mart & Health Mart Atlas, McKesson
Home Health Hospice & Behavioral Health <ul style="list-style-type: none">- Kate Hickner-Cruz, Partner, BMD- Matt Pettit, Founding Partner, Seven Hills Capital- Nathan McGill, Director, Stonehenge Partners, Inc.- Parag Rathi, Principal, River Cities Capital Fund- Andy Jenkins, Partner, Transaction Advisory Services, RSM
COVID Impact & Outlook on Senior Housing <ul style="list-style-type: none">- Anthony Varone, Vice President, Capital Markets, Filmore Capital Partners, LLC- Steve Kennedy, Executive Managing Director, VIUM Capital, LLC- Isaac Dole, CEO, Birchwood Healthcare Partners- Joseph Munhall, Managing Director of syndicated credit, White Oak Healthcare Partners- Joe Pohlen, Partner, Live Cardinal

12:30pm – 1:15pm **Lunch Panel: Sponsored by Fuse**
From Start-Up to IPO – agilon health (NYSE: AGL) – and Where Does Medicare Advantage Go from Here?
 - **Ravi Sachdev**, Partner, Clayton, Dubilier & Rice
 - **Bill Wulf, MD**, CEO, Central Ohio Primary Care
 - **T. Lawrence (Larry) Blosser, MD**, Chief Medical Officer, Central OH Primary Care
 - **Gregory Erhard Jr.**, CEO, Preferred Primary Care Physicians

1:30pm - 2:15pm **Optional Table Talks**

2:30pm – 3:15pm **Breakout Session 3:**

<p>Life Cycle of a Digital Health Deal – from start up to exit</p> <ul style="list-style-type: none"> - Bradley Bonde, Shareholder, Senior Audit Manager – Healthcare Services, LBMC - Navin Goyal, Co-Founder, CEO, LOUD Capital - Alex Brown, Partner/Member, Dickinson Wright PLLC - Darrin Hanna, Ph.D., Professor of Engineering in AI, Entrepreneur - Ray Shealy, Founder, CEO, Margaux Capital
<p>“Show Me the Money” Payor Contracting: Value Based + Alternative Payment Models</p> <ul style="list-style-type: none"> - Jack McKitrick, Sr. Strategic Development Executive, Health Networks, Cerner - Christopher Luckett, Senior Manager Healthcare Consulting, Arnett Carbis Toothman - Michael Johnson, Chief Revenue Officer, Aver Inc. - Thomas Ferkovic, R.Ph., M.S., CEO, Medic Management Group LLC
<p>Real Estate Trends: Co-working Space, Telemedicine, Retailization</p> <ul style="list-style-type: none"> - Louis Szura, Partner, Szura & Delonis, PLC - Patrick Wathen, SVP, Managing Partner, Equity LLC - Lee Jackson, CEO, Carehub® Coworking, LLC - Manoj Kumar, JD, SVP – Ancillary Services & Innovation, WellNow Urgent Care - Cindy Wright, Chief Operator Officer, Ohio ENT & Allergy Physicians

3:30pm – 5:00pm **Company Presentations:** In No Particular Order

Deep Lens
 smallTalk
 Zotarix
 Healthy Roster
 MedWorxs
 SmileMD

IncludeHealth
 Fellow Health Partners
 Blue Orange Compliance
 QurHealth
 Tech|r2
 ALN
 MIRA Rehab

Carehub® Coworking, LLC
 OneIT
 OptionsMedicalWeightLoss
 Olio
 Infinity Angioplasty Balloon
 6 Month Smiles

4:30pm **Cocktails & Networking: Sponsored by Benesch**

6:00pm **Conclude**

8:00pm – 11:00pm **Evening Terrace Event at LUXE 23:**
 1079 N High St., Columbus, OH, 43201
 2nd floor- The Terrace Bar

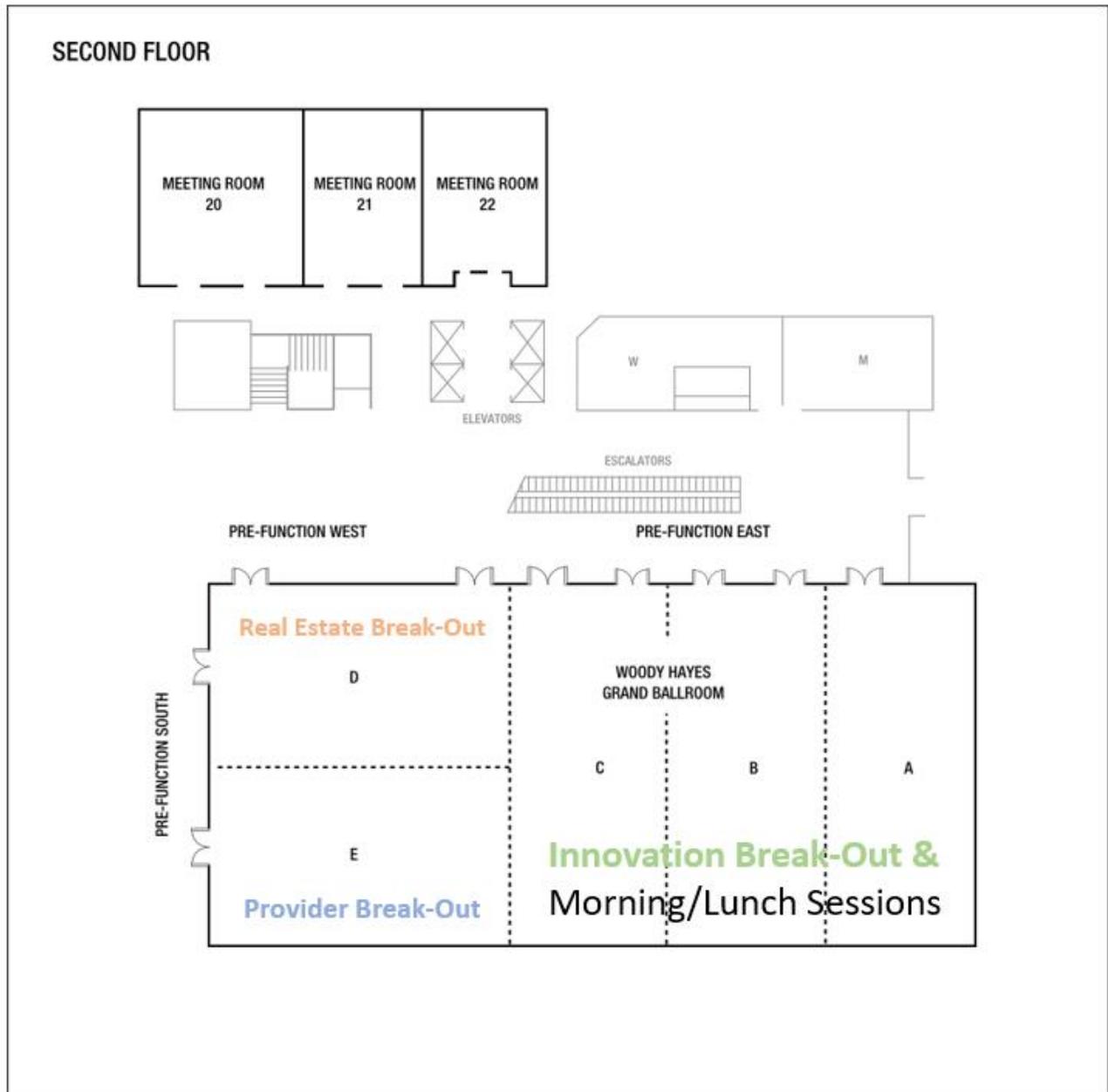
Table Talks

Pre-Scheduled Optional Table Talks

1:30pm – 2:15pm

- (1) Value Based Payment Models & Related Transactions
- (2) Creating Value out from Financial Due Diligence
- (3) Unicorns: can anyone define an MSO?
- (4) Building Scale vs. Buying Scale in Healthcare Services Investments
- (5) Cybersecurity Issues in Healthcare
- (6) Bridge Financing to VC Event: structuring tactics to help the growing company
- (7) Cryptocurrencies in Healthcare
- (8) Data Drive Approaches: Growth Initiatives for Retail/Multi – Site/De Novo
- (9) Innovations in Digital Health
- (10) Healthcare Reps & Warranties in Medical Acquisitions
- (11) Getting Deals Done; the use of risk management products to facilitate transactions
- (12) Payor Contract Management – Hospital & Physician Opportunities
- (13) The Rise of Community and Home-Based Care

Map



The Outdoor Terrace is Available as Well
See registration table for questions

Charity

This year's charity is brought to you by TWIG 2

TWIG 2, is a volunteer organization that supports **Nationwide Children's Hospital**.

TWIG 2 is proud to be affiliated with **On Our Sleeves®**, the movement for children's mental health powered by the experts at Nationwide Children's. (More on Next Page)

We are in a national crisis: 1 in 5 children is living with a mental illness and 50% of lifetime mental illness presents before the age of 14. Suicide is the second leading cause of death among young people, and because children do not wear their thoughts on their sleeves, we need to give them a voice.

On Our Sleeves is the national movement to break stigmas around children's mental health. No family should struggle alone on their journey. Our mission is to provide free mental health educational resources to every community in America to educate families and empower advocates. We also support access to services by connecting families to trusted local resources.

More About Twig 2:

Twig 2 was established in 1890 when a small sewing circle of women felt that Columbus needed a charity hospital, so they held a tea and fair to raise money at the home of Mrs. James Kilbourne. Together this group of women raised \$125, which was placed in a bank account. This money would later serve as a start for the necessary funds to establish a hospital in Columbus for sick children regardless of their race, creed, or ability to pay. On February 1st, 1894 Children's Hospital was built consisting of nine beds and was located where Franklin Park South is today. Throughout the years, Nationwide Children's Hospital has grown into a state-of-the-art facility offering care to many children nationwide.

Over one hundred years after its start, Twig 2 continues its legacy of being a dedicated group of women meeting and working together for the benefit of Nationwide Children's Hospital. Our current group of fifty active members meet monthly to raise money for the hospital with events such as Hearts for Twig a Meyers Jewelers shopping fundraiser, Mother's Day Flower Sale, and a golf and tennis outing called Party on the Green. Since 1887, Twig 2 has donated over millions of dollars to support Children's Hospital and continues its mission to this day.

Charity



On Our Sleeves Invite You to Join the Million Classroom Project

On Our Sleeves Mission: Providing every community in America with free **evidence-informed educational** resources necessary for breaking child mental health stigmas and educating families and advocates. We also support access by connecting to trusted local resources. **No Family Should Struggle Alone.**

Now more than ever, our children's mental health matters

- 1 in 5 children is living with a significant mental illness.
- All lifetime mental illnesses start by age 14.
- Right now, every child is impacted in unprecedented ways.

On Our Sleeves invites you to join the Million Classroom Project

This past year has been tough on kids, but we can help carry the weight. Join *On Our Sleeves* in the Million Classroom Project. There are approximately four million elementary and middle school classrooms in America. In 2021, *On Our Sleeves* is committed to providing one million of those classrooms with free mental health resources, developed by our experts, through:

- Teachers and Classrooms - Promote awareness of, and encourage access to, our library of resources, curriculum, and student activities.
- Parents and Advocates – Encourage parents and advocates to nominate teachers, classrooms, and schools to receive free materials.
- Partnerships – Partner with committed corporate and organizational partners to fund and distribute content.

How can you help? There are several ways to get involved with the Million Classroom Project to support teachers, parents, and children across America:

- Share new resources on your channels and resource libraries.
- Share social messaging and advocacy actions.
 - Download free resources for yourself or your favorite teacher.
 - Nominate a teacher, classroom, or school to receive free resources.
 - Sponsor a teacher or classroom.
 - \$1 reaches one teacher with a mental health digital toolkit.
 - \$5 delivers a curriculum packages to a classroom.
 - \$25 provides a classroom with a mindfulness activity kit and activities.
- Spread the word of the Million Classroom Project and help us meet our goal.

Join the Project and learn more at www.OnOurSleeves.org/Million
Thanks for joining us in supporting our kids and educators everywhere!

ON OUR SLEEVES[®]
The Movement for Children's Mental Health

Speaker Bios

Opening General Session – Morning Panel:

8:50am – 9:45am

Discussion on Healthcare Deal Activity & Investment Along with Current Industry Topics



Matthew McFarland, RPh, PhD,
Vice President, Commercialization and Industry Relations
Nationwide Children’s Hospital

Matthew works closely with Nationwide Children’s faculty and staff to identify intellectual property with commercial potential and to facilitate the transfer of new technologies to outside partners, ultimately for the benefit and enhancement of pediatric care. He has a diverse background in technology transfer, technology valuation and licensing, academic research, and pharmacy practice. Prior to joining Nationwide Children’s, Matthew was the associate director of commercialization, innovation strategy manager and technology manager in the Office of Technology Commercialization at the Purdue Research Foundation. He received a Bachelor of Science degree in pharmacy from Ohio Northern University and his PhD in medicinal chemistry and molecular pharmacology from Purdue University. He also completed a postdoctoral research fellowship in translational genetics and pharmacogenomics of neuropsychiatric disorders at the Institute of Psychiatric Research, Indiana University Medical School. Matthew has authored several articles for peer-reviewed journals including *Molecular Pharmacology*, *Journal of Biological Chemistry* and *Medical Innovation & Business*. He also received the Jenkins/Knevel Award for Excellence in Research and the Albert and Anna Kienley Award for Excellence in Teaching from the School of Pharmacy at Purdue University.



Ray Bajaj
Senior Vice President, Chief Technology Officer
Fuse by Cardinal Health

In his role, Ray is responsible for Fuse, IT Strategy, Enterprise Architecture, and Enterprise Transformation Services. Before joining Cardinal Health, Ray was head of The Garage, an innovation hub for Capital One, and led architecture, digital transformation and shared services for the organization. He also spent time as chief architect for Global Commercial & Investment Banking at Bank of America, where he provided executive leadership for the implementation of all technology, streamlined business processes and led the technology integration of Bank of America with Merrill Lynch.

Ray holds a Masters in Technology Management from Columbia University, a Masters in Business Administration from Michigan State University and a Bachelors in Electronics and Communications Engineering from India.

Speaker Bios

Opening General Session – Morning Panel:

8:50am – 9:45am

Discussion on Healthcare Deal Activity & Investment Along with Current Industry Topics



Cheryl Strom

Principal – Origination
The Riverside Company

Cheryl is a highly experienced private equity professional who brings depth of capital choices to business owners, management teams and advisors. Her experience spans growth capital, non-control capital, majority-stake equity investments, and full acquisitions, as well as debt for companies ranging from small businesses to those in the middle-market. Cheryl has spent 15 years at The Riverside Company. Today she leads the firm's Origination initiatives with deal source firms and referral sources based throughout the Midwestern United States and Eastern Canada. Cheryl works with a team of 16 Origination professionals across North America to establish new stand-alone companies, or platform companies, for Riverside in addition to sourcing add-on acquisitions for Riverside's many portfolio companies in order to help these companies expand and grow by adding new product lines or service offerings, or expanding their geographies.

Prior to joining Riverside in 2006, she worked at National City Bank's Debt Capital Markets team (now PNC), structuring and originating senior debt facilities for companies requiring more than \$50 million. Cheryl earned her MBA from the Weatherhead School of Management at Case Western Reserve University, and BA from John Carroll University.



Rich Johnson

Founder and CEO
ViaQuest

ViaQuest provides services to three distinct populations in the healthcare industry: Intellectual and Developmental Disabilities, Hospice, and Behavioral Health. With two thousand employees operating in Ohio, Indiana, and Pennsylvania, ViaQuest is determined to deliver the highest quality and most innovative services in home and community-based settings to each person they serve. Prior to founding ViaQuest, Rich spent his early years with a Regional CPA firm consulting to the healthcare industry and later joined a multi-state healthcare organization where he held various positions including Vice President of Development, Chief Financial Officer, and finally CEO. Rich holds a Bachelor's of Arts Degree in Accounting from Capital University and is a Veteran of the United States Air Force.

Speaker Bios

Session 1 – Innovation Panel:

10:00am – 10:45am

Hospital Innovation & Investment



John Ziegler : Moderator
Vice President
Ambassador Software Work

John Ziegler is a partner and Vice President of Patient Experience Improvement and Business Development with Ambassador Software Works. Ambassador uses proprietary algorithms to generate individualized decision support workflow. For Patient Experience, proprietary algorithms reveal patient insights that guide caregivers to have more streamlined and impactful engagements which improves quality outcomes and increases reimbursement revenue.

John brings over 25 years of operations and data-driven marketing leadership to healthcare solutions development. Over the last 8 years John has worked with medical device start-ups before joining Ambassador. John has a passion for finding solutions that improve the cost effectiveness of health and increase participation in one's own health care.

John also serves as the Board Chair and Past-President of the 1400-member Central Ohio Chapter of the Healthcare Financial Management Association (HFMA), which has over 56,000 members nationally.



Akhil Saklecha, MD
Managing Director, Ventures
Cleveland Clinic Ventures

Dr. Saklecha leads investments into startup companies for one of the world's top healthcare systems. He currently sits on the boards of Cardionomic, Cleveland Diagnostics, Enhale Medical, Enspire DBS, Mitria Medical, Navigate Cardiac Structures, Neurotherapia, and Zehna Therapeutics. Prior to joining Cleveland Clinic Ventures, Akhil was a Partner at Artiman Ventures, a Silicon Valley-based venture capital firm with over \$1.2 billion under management. While at Artiman, he led investments in early-stage start-up companies and served on the boards of Cellmax Life, Oncostem Diagnostics, Slive, ApplyBoard, DateMySchool, and HomeUnion. In addition to his Board of Director roles, he also served as CEO of Slive, an early-stage diagnostics company. Prior to joining Artiman, Akhil served in administrative roles at Aultman Hospital in Ohio as Medical Director of the hospital's regional transfer program and Chairman of the Emergency Department and Level II Trauma Center. He was also CEO of Canton Aultman Emergency Physicians. In this same time period, Akhil participated at the local, state, and national levels of governing institutions within emergency medicine, healthcare quality, information technology, managed care, and emergency medical services. Akhil is Board-certified in Emergency Medicine and is a Fellow of the American College of Emergency Physicians. He continues to practice emergency medicine at Cleveland Clinic on a part-time basis where he remains connected to clinical care, patients, and physicians. Akhil graduated from the combined accelerated B.S./M.D. program at Northeast Ohio Medical University. He completed his residency in Emergency Medicine at Summa Health System and holds a M.B.A. from the University of Tennessee at Knoxville.

Speaker Bios

Session 1 – Innovation Panel:

10:00am – 10:45am

Hospital Innovation & Investment



Dennis Tkach, PhD
Chief Operating Officer
Canton & Company

With 15+ years as a research scientist in the biomedical field, and then a market research/program expert for health IT and provider organizations, Dennis brings a unique blend of scientific rigor and business savvy to his role. This powerful combination drives his ability to unearth vital information, give it meaning in the context of the market, and translate it to a winning strategy.

Over the past two decades, Dennis has led successful, multi-year research projects for the US Department of Defense, National Institutes of Health, the National Science Foundation, and the Office of Naval Research. His work has been recognized in multiple peer-reviewed journals and with a US patent. Building on that foundation, Dennis shifted to focus on business strategy, helping companies identify market trends and competitive intelligence, and using that information to guide their sales and marketing efforts. The result has been marked improvements in sales cycles, client experience ratings, and overall market positions. His work has also informed and improved product roadmaps and product commercialization efforts.



John Pigott, MD
Chief Innovations Officer & Strategic Business Development
ProMedica Innovations

John P. Pigott, MD, FACS, currently serves as CIO/Strategic Business Development for ProMedica and ProMedica Innovations, where he works with thought leaders from across the health system to turn ideas into results that generate a measurable impact in the areas of life science technologies, patient outcomes, and new revenue streams. He is also a member of ProMedica's executive strategy team. Dr. Pigott has designed, developed and implemented recognized and award winning medical innovations, specifically within the field of vascular surgery. He is the founder and Chief Science Officer for VentureMed Group and Infinity Angioplasty Balloon company, both medical device companies involved in the treatment of peripheral artery disease. He is the author of many articles and presentations, and holds numerous patents, primarily in the life sciences field.

Dr. Pigott is President of the Northwest Ohio Tech Fund II, a Board of Trustees Member for BioOhio, and a Board member of Kapios Health. He is also a former EY Regional Award and National Finalist for Entrepreneur of the Year, a national and international venture capitalist, and a lead developer in establishing the Northwest Ohio ESP and Tech Fund II through state of Ohio Third Frontier. He has helped to attract more than \$50 million to Northwest Ohio, resulting in local job creation and economic development. He also serves as a consultant to numerous multinational medical device companies, conducts national and regional device training programs, and has participated in more than 50 clinical trials.

Speaker Bios

Session 1 – Provider Panel:

10:00am – 10:45am

The Art of the Buy & Build – from deal sourcing to integration to exit



Chad Beste : Moderator

Partner

BDO Center of Healthcare Excellence & Innovation

Chad Beste has over 30 years of healthcare, insurance, operational & financial management experience and provides organizations strategy, implementation, turnaround and M & A services. Chad advises health systems, physician practices, ambulatory surgery centers, P.E and other healthcare providers such as skilled nursing facilities and home health agencies on emerging trends and related implications. He has been instrumental in helping healthcare providers achieve efficiencies and greater patient satisfaction through value-based care models, including bundled payments, PCMH related models and ACO development, capitation and provider-sponsored health plans. He has assisted numerous clients in getting ready for the new CMS BPCI-A program along with various commercial payers.



Frank Carsonie

Partner/Chair

Benesch Healthcare +

Frank Carsonie is Chair of the Benesch Healthcare+ Practice Group and a member of the Corporate & Securities Practice Group. He is the Columbus Office Partner-in-Charge as well as a member of the firm's Executive Committee. Frank is also experienced in advising clients in health care and other regulated industries on transactions including, reorganizations, mergers and acquisitions, recapitalizations, divestitures, strategic alliances, joint ventures, and capital financings including private equity and venture capital funding. Further, Frank advises clients on business organization, corporate governance, negotiation, drafting and enforcement of contracts, reimbursement and compensation structures, complex compliance functions and responses including HIPAA, and general business counseling.

Speaker Bios

Session 1 – Provider Panel:

10:00am – 10:45am

The Art of the Buy & Build – from deal sourcing to integration to exit



Eric Mattson

Partner

Excellere Partners

Mr. Mattson has more than 30 years of international merger & acquisition, strategic consulting and senior operations experience. Currently, as a Partner with Excellere Partners, a healthcare-centric private equity fund, Mr. Mattson is responsible for identifying new investment opportunities and implementing value creation strategies for the firm's platform investments. Prior to joining Excellere, he was a corporate development and operating executive with Express Scripts/Medco, United BioSource Corporation and HealthSTAR Communications. Mr. Mattson is currently on the board at PharcelShield, LLC, a specialty pharmacy predictive analytics and statistical modeling services business. He was previously on the board of Two Labs Pharma Services, which provides a broad array of outsourced commercialization and market access services to pharmaceutical manufacturers.

From 1989-2002, Mr. Mattson was with Citi Capital Strategies, the middle-market investment banking division of Citigroup. During his career as an investment banker, he was responsible for all areas of origination, valuation and M&A transaction management and execution, advising more than 200 clients across a wide range of industries. Mr. Mattson began his career in corporate finance for Paradyne Corporation, a then NYSE-listed manufacturer of telecommunications equipment. He earned a degree in Business Administration with majors in Finance and Economics from the University of South Florida.



Greg Noble

CEO & Founder

MedWorxs

Mr. Noble is a co-founder of MedWorxs. As CEO of MedWorxs, Mr. Noble has established a reputation as a leader in the RCM and PM system fields, with over 20 years' experience in revenue based transactional systems and medical software. Mr. Noble was a principal person hired at Focus Health Services IPA, managing accounting and practice valuations for acquisitions. The business purchased over 300 medical practices in 2 years. He held positions in various financial and operating disciplines for Centura Healthcare, the largest hospital group in Colorado. Mr. Noble also managed big data analytics for Qwest/Dex prior to starting MedWorxs. He has a Bachelor's degree in accounting from the University of Colorado.

Speaker Bios

Session 1 – Real Estate Panel:

10:00am – 10:45am

Real Estate within M&A



Chris Comer, CLCS : Moderator
Client Executive / Business Bodyguard
Hylant

Chris serves as a risk management expert and “Business Bodyguard” at Hylant, a premier insurance brokerage specializing in property & casualty risk in the Healthcare, Technology, & Real Estate spaces. Chris leads a team with decades of experience implementing premium insurance solutions for a wide array of clients. Chris & his team have established themselves as the “experts in the room” and have found success through relentless service and creative solutions to tricky risks. His team also collaborates closely with experts in M&A Transaction Risk, Cyber Risk, Environmental Risk, and Professional Risk.



Matt Lasky
Managing Director
Equity LLC

Matt Lasky is a Managing Director at Equity LLC where he focuses on strategic growth analysis, site selection, and portfolio management services for location-based healthcare users nationwide. The team has been nationally recognized for their impact on both retail and healthcare markets and has completed hundreds of transactions across 40+ states. Matt is also a managing partner at Equity Velocity Funds, (EVF) where he leads acquisitions, deal sourcing, and sale leaseback solutions for healthcare and retail assets ranging from opportunistic deals to core product. EVF is focused on superior risk adjusted returns as a by product of the teams deep operational expertise. Matt graduated cum laude from Miami University with a degree in finance and minor in business analytics.



Aaron Weir
Director
Kegler Brown Hill + Ritter

Aaron advises clients on a wide variety of decisions throughout the business lifecycle, providing counsel on entity formation, capital raising, mergers and acquisitions, asset transactions and complex corporate transactions. Working with clients from diverse industries, including technology, manufacturing, distribution, and financial and professional services, Aaron guides both established and startup businesses at all levels of capital structure in matters related to corporate structuring, contract drafting and complex transactions.

Aaron represents banks, investment funds and commercial borrowers of all sizes in a wide range of financing transactions, including acquisition financing, mezzanine financing, commercial loans, syndicated loans, inventory and accounts receivable financing, and a variety of other asset-based loans.

Speaker Bios

Session 1 – Real Estate Panel:

10:00am – 10:45am

Real Estate within M&A



Dave Opalek
Chief Investment Officer
Scioto Properties

Dave has over 20 years of real estate finance experience with an extensive background in the healthcare and affordable sectors. Prior to joining Scioto Properties, Mr. Opalek ran the healthcare real estate division at Lawrence, Evans & Co., LLC, a boutique healthcare investment banking firm. He founded and managed the Columbus office of Love Funding, an FHA Multifamily and Seniors housing lender. Prior to that he spent 10 years originating loans and managing relationships in the Mortgage Banking services division at Red Capital Group where he closed over \$2 billion in FHA and agency financing transactions. Prior to his tenure at Red Capital Group, Mr. Opalek worked for Bank One in their Corporate Trust Department where he focused on multifamily housing bonds.

In addition to his extensive mortgage banking experience, Mr. Opalek has been instrumental in developing new financing structures for the capital markets. Some of his notable accomplishments include the first cash collateralized multifamily housing bonds that fundamentally changed the way that FHA 4% LIHTC are funded and the first Build America Bond collateralized with and FHA loan in the wake of the housing crisis. These innovative structures have saved borrowers millions in financing costs.

Mr. Opalek received his BA from Alma College and his Juris Doctor from Wayne State University Law School. Additionally, he received his MBA from the Fisher College of Business at The Ohio State University.



Daniel J. Dowiak
Corporate Director, Real Estate
Pinnacle Rehabilitation

Dan joined Pinnacle Treatment Centers in late 2018 as the company's Construction Manager. As expansion at Pinnacle grew, Dan was promoted to Corporate Director, Real Estate. As Corporate Director, Real Estate, Dan is responsible for locating, obtaining all municipal approvals, leasing and building all DeNovo properties in the seven (7) eastern states where Pinnacle operates. Dan directs the preparation site plans and facility space plans, concurring with operations to ensure the facility meets all the company's operational needs. In addition to the DeNovo work, Dan works with the Development and M&A team, evaluating buildings and equipment, verifying local municipal requirements and preparing estimates for renovation and retrofit. Dan's previous real estate experience included site location, zoning, leasing and construction management for national restaurant, retail and hospitality companies.

Dan has a Bachelor of Science (BS) in Engineering Science degree from New Jersey Institute of Technology and a Master of Business Administration (MBA) from the University of Dallas.

Speaker Bios

Session 2 – Innovation Panel:

11:00am – 11:45am

Corporate Innovation & Investment



Frank Shuckmann : Moderator

Partner

Dinsmore & Shohl LLP

Frank represents domestic and international companies and individuals in the areas of mergers and acquisitions, joint ventures, corporate, distribution networks, and a broad range of corporate contracts and arrangements. The head of the firm's German desk, he specializes in the representation of German companies in their activities in the U.S., as well as representing U.S. companies as they enter Europe. His experience includes handling numerous international joint ventures in the manufacturing, healthcare, alternative energy sectors and assisting clients in establishing and growing domestic and international distribution channels. He also provided ongoing counsel for a hospital group in the acquisition of controlling interests in single- and multi-specialty ambulatory surgery centers. He holds a BS in Industrial management, MBA, JD from the University of Akron.

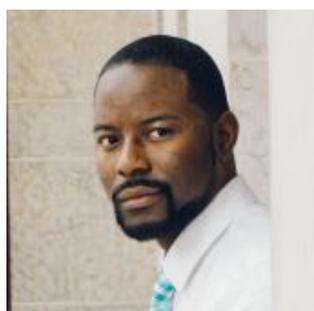


DJ Nag, PhD

Chief Partnership Officer

Ventech Solutions

DJ leads strategic partnerships with universities, research hospitals, global research organizations and commercial entities to collaborate on technologies and innovations and is responsible for the acquisition and licensing of intellectual property. He is credited for creating more than 70 startups and successfully licensing hundreds of technologies. DJ was previously Director of Ocean Tomo as well as Vice President at ICAP Ocean Tomo leading patent transaction markets. He served on the Board of AUTM from 2012 until 2014, focused on technology transfer and intellectual property and on the board of Licensing Executive Society's Standards Development Organization. DJ was recognized as one of the top IP strategists by IAM in 2019.



George Dial

Founder

Bloo Wraith Innovations

George leads Bloo Wraith, an emerging technology consulting and product development firm working with government and corporate partners to develop strategic solutions for process improvement and business development initiatives. He also founded Medvid, a video chatting platform with healthcare providers. Currently, George manages product development at a large healthcare insurance provider and also serves as a committee member for SocialVentures, a social impact investment fund. Before founding Bloo Wraith, George worked as an investment banker focused on healthcare. He also worked in corporate innovation for Safelite Group, North America's largest multi-faceted vehicle glass, and claims management service, as well as, provided business development consulting for Klarna, a fintech Decacorn. He brings a diverse background in asset management, venture capital, investment banking, and corporate innovation.

Speaker Bios

Session 2 – Innovation Panel:

11:00am – 11:45am

Corporate Innovation & Investment



Brent Stutz

**Senior Vice President/ General Manager, Outcomes
Cardinal Health**

With a deep understanding of the health care industry's complexity, along with extensive expertise across IT and operations, Brent Stutz serves as the Senior Vice President & General Manager of Outcomes™, a digital ecosystem connecting pharmacists, payers and pharmaceutical companies to mitigate the challenges of medication non-adherence. Through its open architecture Connect platform, Outcomes delivers digital health solutions for personalized medication therapy management, digital patient engagement, and telepharmacy that support a network of 23 million patients and 60,000+ pharmacy sites nationwide.

Prior to leading the Outcomes™ business, Brent's collaborative and forward-thinking leadership led the creation of Fuse, a Cardinal Health innovation technology lab. Fuse houses the design, development and delivery of technology-enabled services and software to help health care providers improve the safety and efficiency of patient care. Steering the business strategy roadmap and execution, he championed a fast, agile culture, and built a team of world class cross-industry technology professionals. Brent has spent nearly 30 years in technology with 17 years of software development, IT strategy and operations experience at Cardinal Health, including roles as Chief Technology Officer for the Pharmaceutical Segment, Chief Architect for Enterprise Information Technology, and Vice President of Operations. Prior to Cardinal Health, Brent led a commercial software organization for MCI WorldCom focusing on internet solutions targeted toward Fortune 500 companies. He has a bachelor of engineering in computer and information sciences from Ohio State University.



Eyad Farah

**President, Health Mart & Health Mart Atlas, SVP
McKesson**

Eyad provides strategic leadership and ensures the growth and stability of the Health Mart franchise with more than 5,000 independent pharmacies. In addition to leading Health Mart, Eyad leads McKesson's pharmacy services administrative organization (PSAO), Health Mart Atlas, Future of Pharmacy initiatives, and the consumer products group. Health Mart Atlas offers industry leading centralized managed care solutions for independent and small medium chain pharmacies. Eyad catalyzed the growth of the business, advanced the value proposition and guided the expansion of the PSAO into new customer segments. Eyad spent two years as the VP of Business Development & Strategy for AccessHealth, responsible for developing and maintaining the long-term strategy and related business development opportunities for AccessHealth. Prior to joining McKesson, Eyad worked at Super-Pharm, the largest retail pharmacy chain in Israel, and oversaw the operations of one of their leading drug store branches. Eyad holds a BS Pharm from the Hebrew University of Jerusalem in Israel and an MBA from the Wharton Business School in Philadelphia.

Speaker Bios

Session 2 – Provider Panel:

11:00am – 11:45am

Home Health Hospice & Behavioral Health



Katheryn (Kate) Hickner-Cruz : Moderator

Member, Partner

Brennan Manna Diamond (BMD)

Kate is a healthcare attorney who specializes in transactional matters and compliance with federal and state healthcare regulations. Her years of experience advising clients on a wide range of healthcare matters affords her the depth of knowledge necessary to help her clients stay ahead of the curve in a rapidly changing, highly complex industry. Kate is licensed in New York, Ohio and Michigan.



Matthew Pettit

Founding Partner

Seven Hills Capital

Matt is the Founder of Seven Hills Capital an operator centric private equity platform, focused exclusively on opportunities within healthcare services. Seven Hills believes in building long-term businesses through collaboration with all stakeholders. Seven Hills seeks to be the first round of institutional capital in businesses that address critical unmet needs in healthcare.

Prior to Seven Hills, Matt founded Ascend Dermatology with the goal of creating an organization that provides world-class, compassionate care to dermatology patients and offers a unique succession planning vehicle for dermatology practice owners. Matt served as the CEO of Ascend where he oversaw operations, the construction of a corporate team and associated back office support center, and all financial functions. Ascend merged into Forefront Dermatology in 2016.



Andy Jenkins

Partner, Transaction Advisory Services

RSM

Andy leads RSM's national healthcare and life sciences transaction advisory services group. He focuses on buy- and sell-side transaction advisory services, and has substantial experience working with private equity firms, as well as investment banking and strategic clients.

Andy has successfully completed due diligence on more than 125 healthcare and life science transactions, including preparation of comprehensive reports detailing quality of assets and earnings, as well as negotiating various components of the transaction.

Speaker Bios

Session 2 – Provider Panel:

11:00am – 11:45am

Home Health Hospice & Behavioral Health



Parag Rathi
Principal
River Cities Capital Funds

River Cities is a healthcare growth fund with focus on Health care services, med tech and HCIT and is actively investing out of its \$200M sixth fund. Parag has been with River Cities for over 13 years and currently focuses on Healthcare Services investments while also supporting the medtech practice. He is a board member for Endodontics Practice Partners, TaskEasy, a board observer at Canvas Solutions and works closely with portfolio companies Bardy Diagnostics, Bolder Surgical, Catalyst Orthoscience, DialogTech and Reputation. Prior to pursuing his masters at the University of Cincinnati, he was a manager at ICICI Bank (India), where he was responsible for providing working capital and senior debt facilities to small and medium size enterprises. ICICI is the largest private sector bank in India. He received his undergraduate in accounting from Mumbai University, India and also holds a Chartered Accountant degree (India's equivalent to the CPA). He received a full scholarship from University of Cincinnati to obtain his MBA and was awarded the Best Business Plan in a year-long competition during his studies. In June 2010, he passed the CFA level III exam. In 2019, Parag was recognized as one of Cincinnati's "40 Under 40" by the Cincinnati Business Courier.



Nathan McGill
Director
Stonehenge Partners, Inc.

Nathan is a Director at Stonehenge Partners, where he is responsible for evaluating, executing, and monitoring investments made by the firm. He joined Stonehenge in 2011 and has spent nearly his entire career in private investing. Nathan has worked on numerous healthcare-related investments for the firm during his tenure, including previous investments in MedVet and Queen City Hospice. He remains actively involved in several current Stonehenge healthcare investments, including Envision Home Health and Hospice, Weil Foot & Ankle Institute, and American Surgical Partners. He holds a BS in Finance from Miami University.

Speaker Bios

Session 2 – Real Estate Panel:

11:00am – 11:45am

COVID Impact & Outlook on Senior Housing



Anthony Varone : Moderator
Vice President, Capital Markets
Fillmore Capital Partners, LLC

Mr. Varone is the Vice President of Capital Markets and Investment Strategy for Fillmore. Mr. Varone joined the firm in 2020; however, was previously with Fillmore from 2007 through 2010. Mr. Varone is responsible for the structuring and implementation of new investment strategies and is responsible for capital raising. Mr. Varone actively contributes to deal sourcing, underwriting, and portfolio management activities as well.

Prior to joining Fillmore, Mr. Varone served as the Managing Director of commercial real estate and business brokerage for Berkshire Hathaway Commercial Real Estate. Additionally, he was the Co-Principal and Managing Director of a boutique investment bank specializing in private placements and capital markets that was owned by a family office. Prior to those roles, Mr. Varone co-founded and managed the day-to-day operations of a healthcare service company. Prior to joining Fillmore originally in 2007, Mr. Varone worked for Merrill Lynch, Pierce, Fenner, and Smith, Inc. as an investment adviser and portfolio manager. Mr. Varone began his career at The Sherwin-Williams Company in audit, accounting, treasury, real estate, and Six Sigma.

Mr. Varone earned a Master of Business Administration from Case Western Reserve University's Weatherhead School of Management in 2007 and his Bachelor of Business Administration from Ohio University's College of Business. Mr. Varone previously held the Series 7, 66, and 24 FINRA licenses (all inactive) and was a certified Lean Six Sigma Green Belt project manager.



Isaac Dole
CEO
Birchwood Healthcare Partners

Isaac Dole has spent the majority of his career in the post-acute healthcare industry. He started in brokerage within the National Senior Housing Group at Marcus and Millichap. From there, he moved to Managing Director of Acquisitions at Aviv REIT (now Omega Healthcare Investors (OHI)) where he helped grow the portfolio from 175 communities when he started to 325 communities at the time of his departure. The company went public in 2013 and eventually sold to Omega in 2015. In 2014, he started Birchwood Healthcare Partners, which owns and operates senior housing communities, nursing homes and ancillary company businesses like hospice, home health and a nurse practitioner business. Isaac has completed approximately a billion dollars of post-acute healthcare transactions throughout his career. Isaac received a BA in Economics from Tufts University and an MBA from Northwestern University's Kellogg School of Management.

Speaker Bios

Session 2 – Real Estate Panel:

COVID Impact & Outlook on Senior Housing

11:00am – 11:45am



Steve Kennedy
Executive Managing Director
VIUM Capital, LLC

Steve is a principal in VIUM Capital co-managing the firm’s strategic direction in providing capital funding for the seniors housing and healthcare sectors. Prior to founding VIUM Capital, Steve spent 18 years at Lancaster Pollard as an investment banker and member of the firm’s Executive Committee. As Senior Managing Director, he led the firm’s production in the central United States, overseeing a team of eight bankers. He also managed the firm’s relationship with leaders in Washington, DC. Steve originated and managed seniors housing and healthcare transactions totaling over \$2.5 billion. Steve has a degree in both Economics and Political Science from Denison University and an MBA from The Ohio State University.



Joseph Munhall
Managing Director of Syndicated Credit
White Oak Healthcare Partners, LLC

Mr. Munhall leads the firm’s efforts to partner with banks and provide additional options to White Oak’s regional bankers for the structuring and sale of debt placements, and participations with White Oak’s balance sheet. Prior to joining the firm, Mr. Munhall served as a Managing Director of Syndicated Credit at ORIX Real Estate Capital, as well as previously holding a similar role at Berkeley Point Capital. Prior to starting the Syndications team at Berkeley and ORIX, Mr. Munhall had more than 20 years of commercial banking experience in seniors housing, commercial real estate and middle market banking. Mr. Munhall earned both a BA and Hon. PhD at Wheeling Jesuit University.



Joe Pohlen
Partner
Live Cardinal

Joe Pohlen is the co-founder and CEO of Cardinal Senior Management in Grand Rapids, MI. Cardinal is a regional senior housing operator with 12 assisted living and memory care communities in Pennsylvania and Michigan. Cardinal was founded in 2015 and currently has 500 employees and cares for over 600 residents. Cardinal specializes in the turn around of communities that struggle with occupancy. With a focus on affordability Cardinal has had a positive effect in each of the markets it has acquired buildings. Cardinal plans to continue growing through both acquisition and new construction over the next decade.

Joe lives in Grand Rapids, MI with his wife and young son.

Speaker Bios

Lunch Panel -

12:20pm – 1:15pm

From Start-Up to IPO – agilon health (NYSE: AGL) – and Where Does Medicare Advantage Go from Here?



Ravi Sachdev

Partner

Clayton, Dubilier & Rice

Mr. Sachdev joined CD&R in 2015. He played a key role in the Firm's investments in agilon health, naviHealth, TRANZACT, and Covetrus. Previously, he served as a managing director and co-head of healthcare services at J.P. Morgan, advising senior healthcare company executives on strategic initiatives, M&A, and capital markets. In that role, Mr. Sachdev advised on multiple transactions including the sale of Medco to Express Scripts, Vanguard to Tenet, Trizetto to Cognizant, and the IPOs of HealthEquity, SCA, Premier, and IMS Health. He serves on the board of the Healthcare Private Equity Association. Mr. Sachdev has a B.A. in economics from the University of Michigan.



Bill Wulf, MD

CEO

Central Ohio Primary Care

Dr. Wulf graduated from The Medical College of Ohio in 1985 and is board certified in Internal Medicine. In 1996, he became one of the founding members of COPC and was named Corporate Medical Director in 2007. Dr. Wulf's clinical interests are preventive care, population management and maintaining a continuum of care for our COPC patients.

Speaker Bios

Lunch Panel -

12:20pm – 1:15pm

From Start-Up to IPO – agilon health (NYSE: AGL) – and Where Does Medicare Advantage Go from Here?



Gregory R. Erhard, Jr., MHA, CMPE

CEO

Preferred Primary Care Physicians

Greg graduated cum laude from Westminster College with a Bachelor of Arts in Political Science. He went on to receive his Master of Health Administration degree from The Pennsylvania State University. Following his masters program, he completed an administrative fellowship at Ohio Valley General Hospital in Pittsburgh. Greg moved to Chicago and took a sales position with Morrisey Associates, a startup healthcare technology and consulting company. Greg worked with academic medical centers and health systems across the country including Kaiser Permanent California, UCLA Medical Center, Stanford Health Care, and the University of Pittsburgh Medical Center. After seven years with Morrisey, Greg returned to Pittsburgh and Ohio Valley General Hospital assuming the role of Vice President for Physician Services. He has spent the last 15 years with Preferred Primary Care Physicians, serving as Executive Director and now CEO. Outside of his healthcare work, Greg serves as Chairman of the Supervisory Committee of Clearview Federal Credit Union and is active with Riverdale Presbyterian Church. Greg lives in Moon Township, Pennsylvania with his wife, three children, and a couple cats.



T. Lawrence (Larry) Blosser, MD

Chief Medical Officer

Central Ohio Primary Care

Dr. Blosser graduated from The Ohio State University College of Medicine in 1981. He completed a residency in Family Medicine at Riverside Methodist Hospital and is Board Certified in Family Medicine. In 2014, he became the COPC Outpatient Medical Director where he focused pm Quality Care and clinical programs for COPC. In 2020, Dr. Blosser was named first Chief Medical Officer.

Speaker Bios

Session 3 – Innovation Panel:

2:30pm – 3:15pm

Life Cycle of a Digital Health Deal: from start-up to exit



Bradley Bonde, CPA : Moderator

**Senior Audit Manager – Healthcare Services/ Shareholder
LBMC Healthcare**

Brad primarily specializes in assisting healthcare services companies with buy-side and sell-side due diligence. Brad also performs accounting consulting engagements, including opening balance sheet accounting and net working capital settlement assistance.

Brad has over 17 years of experience, including time spent with a Big Four firm, GE Healthcare, and a national public accounting firm.

Brad previously served as a Shareholder in LBMC’s audit practice and also served as a technical review expert for the Firm’s audit department. Brad also serves as a speaker for numerous organizations covering accounting and auditing issues, and has authored or been cited in several articles related to accounting issues impacting healthcare entities and the broader profession.

Brad’s clients in the healthcare industry include hospitals and hospital management companies, home health and hospice agencies, durable medical equipment (DME) providers, physician practices, urgent care providers, billing companies, and outpatient imaging and cancer treatment centers.



Alex Brown

**Partner, Member
Dickinson Wright PLLC**

Alex Brown is a member of Dickinson Wright in its Columbus office and practices business transactional law, with an emphasis on advising high-growth venture capital backed companies as outside general counsel. Alex has experience representing healthcare technology and medical cannabis companies in formation, capital raising, IP protection and commercialization, strategic alliance and joint ventures, bolt-on acquisitions, and exits. Alex is also a limited partner in local and national VC funds and serves as counsel to several funds, working on capital raising, securities compliance, and structuring investments. Alex was Best Lawyers in America® Central Ohio “Lawyer of the Year” in 2020 for business organizations.



Navin Goyal

**Co-Founder, CEO
LOUD Capital**

Navin serves as CEO and drives the company vision on how venture capital can be a vehicle toward entrepreneurship, education, and investment in businesses that have a positive impact. He emphasizes his physician ethics of treating people equally and well. Navin brings his leadership abilities with optimism, passion, and is always seeking win-win scenarios.

Speaker Bios

Session 3 – Innovation Panel:

2:30pm – 3:15pm

Life Cycle of a Digital Health Deal: from start-up to exit



Darrin Hanna, PhD

***Professor of Engineering in Artificial Intelligence and Entrepreneur
Oakland University Rochester MI***

Darrin is a Professor of Engineering in Artificial Intelligence at Oakland University in Rochester MI and serial entrepreneur. He built a behavioral health EHR and billing company NextStep Solution now part of Office Practicum. His passions include, aside from teaching, software development and flying. As a pilot he enjoys taking trips in his plane to visit clients and friends around the country. He holds a BS in Computer Engineering, MS in Computer Science and Engineering and Doctor of Philosophy in Systems Engineering from Oakland University.

Ray Shealy

***Founder
Margaux Capital***



Ray Shealy is a successful operator with over 25 years of senior executive leadership ranging from green-field startups to Fortune 500 companies.

As a CEO, director, investor and advisor, Ray is adept at helping companies grow exponentially by focusing on strategy, innovation, and execution. His experience covers the many facets required to enable high growth organizations to succeed, including raising capital, building technology, managing sales, marketing, operations, and positioning companies for scalable growth. He is a specialist in helping high growth healthcare and tech companies unlock the value of their assets through disciplined, innovative management.

Currently, as Cofounder at Noxsano, Ray is working with a small team of organic chemists to bring a novel, patented wound healing device to market. Previously, as the President and CEO of SafeWhite Inc., Ray led the company in bringing to market a unique, patented bio-compatible coating technology to disrupt the \$11B teeth whitening industry. Ray also currently serves as the Chairman for TicketFire and is an active angel investor with over 30 investments in Central Ohio tech companies, including UpDox, ECycle and many others. Prior to that, Ray served as the GM at McKesson's RelayHealth unit after they acquired HTP Inc., an Inc. 500 and Healthcare Informatics Top 100 IT company, in 2008 where Ray served as President and CEO.

Ray currently serves on the board of Noxsano, SafeWhite, TicketFire, The Ohio State Innovation Foundation and The Ohio State University Technology Commercialization Office.

Speaker Bios

Session 3 – Provider Panel:

2:30pm – 3:15pm

“Show Me the Money” Payor Contracting: Value Based + Alternative Payment Models



Jack McKitrick : Moderator

***Sr. Strategic Development Executive, Health Networks
Cerner***

In his current role Jack is responsible client-alignment using data driven techniques for operations, contracting, digital transformation, value-based care, and navigation of healthcare regulatory changes.

For the last 20 years, Jack has been focused on Information Technology with the last 13 years focused on healthcare. Before joining Cerner, Jack served in various roles supporting state and local healthcare clients focused on behavioral health, public health, substance abuse treatment, and post-acute care. With these clients he focused on delivery of ambulatory services and solutions and in-patient facility EHR solutions. In addition, Jack managed multi-disciplinary teams certifying EHR solutions on CMS’ Ambulatory Meaningful Use Criteria. Jack and his teams managed clients and solutions that provided clinical services to over 42 million lives. Jack graduated from The Ohio State University with a degree in Economics.



Christopher Lockett

***Senior Manager – Health Care Consulting Services
Arnett Carbis Toothman LLP***

Prior to joining ACT, Chris spent eleven years at Highmark Blue Cross Blue Shield of West Virginia. He was involved in implementing processes and reimbursement within all contracts. He has an excellent understanding of Managed Care Contracting and Reimbursement, as he helped manage over 70 Acute/Critical Access/LTAC hospitals in West Virginia. Additionally, he worked at Nationwide Children’s Hospital successfully helping them increase their contractual reimbursement terms within all service areas. Chris developed strong relationships with key external payors which helped provide strategic opportunities for Nationwide Children’s Hospital. He received his MBA at University of Charleston and Bachelor of BA, accounting at Marshall University.

Speaker Bios

Session 3 – Provider Panel:

2:30pm – 3:15pm

“Show Me the Money” Payor Contracting: Value Based + Alternative Payment Models



Thomas J. Ferkovic, R.Ph, MS

CEO

Medic Management Group LLC

Tom is the CEO of Medic Management Group, LLC. and a leading expert in physician practice management. Originally a pharmacist and health care management professional by training, Tom joined SS&G from the practice management firm of Telesis of Ohio, where he opened and grew the company to 123 employees and 185 primary care physicians. Prior to Telesis, he served as the vice president of St. Luke’s Medical Center in Cleveland, where he was responsible for strategic planning, managed care contracting, and physician relations, which led to the start of St. Luke’s Integrated Medical System (PHO) and Outreach Professional Systems — the first hospital owned, non-staff primary care group practice in Cleveland. In 1999, Tom and SS&G entered into the joint venture to form Medic Management Group, LLC. (Formerly known as SS&G Healthcare.), he inherited a few staff members and a small client base via a merger to get the company started. While the focus at the time was outsourced practice management services for small to mid-sized physician groups, he saw additional opportunities on the horizon. Today, Medic Management Group, LLC. has more than 150 employees who provide a variety of services, including outsourced physician practice management, compliance plan development, strategic planning, physician compensation consulting, contract negotiations, and accounts receivable management, practice valuation. Medic Management Group, LLC. services clients in 26 states and works with over 1,500 physicians in their client practices. He earned his master’s degree in information science from Case Western Reserve University and a Bachelor of Science in pharmacy from the University of Toledo.



Michael Johnson

Chief Revenue Officer

Aver Inc.

Michael joined Aver from Rx30 Pharmacy Management System where he served as the Chief Revenue Officer. Johnson brings two decades of sales leadership and growth experience bringing new healthcare products and services to market for industry leaders such as Cerner and TriZetto. He has a track record of delivering double to triple-digit sales growth throughout his career.

Prior to that role, Johnson was VP of Sales at Casenet, serving as the development engine for their innovative care management software. Michael recognized his passion for eliminating the significant gaps in healthcare delivery while holding various individual and leadership roles for TriZetto and Cerner.

Speaker Bios

Session 3 – Real Estate Panel:

2:30pm – 3:15pm

Real Estate Trends: Co-working, Telemedicine, Retailization



Louis Szura

Partner

Szura & Delonis, PLC

Louis C. Szura practices in the area of health care law and business litigation. Mr. Szura focuses his practice on advising and representing health care providers, from all areas, on the formation and operations of their businesses, mergers and acquisitions and in various types of litigation. He has experience with issues ranging from practice formation, telemedicine guidance, contract negotiations, employment disputes, management contracts, non-compete agreements, insurance and network provider disputes, HIPAA, Stark, AKS and other compliance and license issues. Mr. Szura has also represented numerous whistleblowers under the federal False Claims Act, the Michigan Medicaid Act and other similar statutes. Mr. Szura is the former Chair and an active Council Member of the Health Care Law Section (State Bar of Michigan). He has been recognized annually as a Rising Star by “Michigan Super Lawyers.” Mr. Szura received his B.A. from the University of Michigan and his J.D. with a Concentration in Business Law and Regulation from Cornell University Law School.



Patrick Wathen

SVP, Managing Partner

Equity LLC

Patrick supports several key teams and functions at Equity. He drives investment strategy for Equity and oversees asset management of the current portfolio of +/- \$500MM in assets. As co-founder and managing partner of Equity Velocity Funds (EVF) he works directly with investor partners and internal teams to deliver superior risk adjusted returns. These two roles are closely tied together and represent a true differentiator for Equity’s partners with the integration of financial and physical asset management. On the advisory side, he founded and oversees a team that provides strategic growth analysis, site selection, and portfolio management services for location-based healthcare users nationwide. This team has been nationally recognized for their impact on both retail and healthcare markets and has completed hundreds of transactions across 40+ states. He’s extremely passionate about his team at Equity & EVF and achieving client and partner goals.



Cindy Wright

Chief Operating Officer

Ohio ENT & Allergy Physicians

Cindy has been in healthcare management for over 30 years. Cindy and her husband have a passion for flipping houses and this experience has benefited her in helping to design and remodel medical office spaces for Ohio ENT and Allergy Physicians. She is a graduate of The Ohio State University.

Speaker Bios

Session 3 – Real Estate Panel:

2:30pm – 3:15pm

Real Estate Trends: Co-working, Telemedicine, Retailization



Manoj Kumar, JD
SVP - Ancillary Services & Innovation
WellNow Urgent Care

Entrepreneurial executive and advisor building and transforming industry leading businesses in healthcare and technology. Founded Hometown Urgent Care and grew it to become the largest on-demand company in Ohio. Recently Hometown Urgent Care was acquired by Wellnow Urgent Care which is backed by Aspen Dental Group. Manoj has created multiple successful exits of scalable business in healthcare and retail. He is a business turnaround expert with successful transformations of loss making businesses into sustainably profitable. He has deep expertise in creating create scalable, sustainable, innovative and profitable business models with focus on healthcare and consumer driven businesses. He is passionate to build and scale healthcare solutions which advance population health by engaging and empowering consumers, personalizes healthcare with technology and innovation and lower cost of care with transparency and outcome driven healthcare solutions. Manoj serves/served on advisory boards of Capital University Law school, Dayton Children’s hospital, College of Engineering and Computer Science, Wright State University, Start-up companies besides charitable organizations.



Lee Jackson
CEO
Carehub® Coworking, LLC

Lee Jackson is a Co-Founder & CEO of Carehub Coworking, LLC, a national medical office coworking provider and operator. He provides day-to-day leadership, operational strategy, and leads physicians and hospitals sales and securing expansion capital. Lee has 24 years of experience serving as a developer, investor, acquisition manager, and asset manager of healthcare real estate. Lee also serves as a Senior Vice President of business development for Equity, LLC, a national, full-service, real estate company that specializes in medical office acquisition and development. Equity, LLC and Carehub® have teamed together with large primary care groups to roll-out Carehub® integrated outpatient healthcare facilities, a hybrid medical office to coworking solution, throughout the U.S. Prior to his time with Carehub and Equity, LLC, Lee led medical office acquisition and development for private equity and family office owned companies based in Texas.

Company Presentations



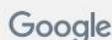
IncludeHealth™

Personalized, measured physical therapy on any device.
No additional hardware or software required.

A breakthrough musculoskeletal operating system (MSK-OS™) empowering healthcare providers to deliver a seamless blend of onsite and remote MSK care.

To learn more: includehealth.com

Partners & Customers



Market Size
\$300B

Employees
22

Raised to date
\$12.3M

Top Investors
Tamarind Hill, Cincytech,
Cincinnati Children's
Ziegler Link-Age, Queen
City Angels

IncludeHealth, Inc
495 Metro Place S
Dublin, OH 43017

Ryan Eder, CEO
ryan.eder@includehealth.com
513.253.6043



COMPANY OVERVIEW

ALN provides high performance, high touch full-service outsourced revenue cycle management (RCM) services to independent physician practices.

- **Locations**
 - Headquartered in Denver, CO
 - Operations centers in Lincoln, NE, Los Angeles and Redding, CA, and Chennai, India
 - Strategic offshore partners in Chennai, India and Santiago, Panama
 - Remote employees across the US.
- **Client Profile**
 - Geography: Physician practices and affiliated ASCs across the US
 - Specialties: All office-based specialties (focus on surgical/procedural); behavioral health facilities; imaging centers
 - Size: Focused solution for three segments – Small (1-5 providers); Medium (6-20 providers); Large (21-250 providers)
- **Scope of Services**
 - Full outsourced RCM (credentialing, coding, claim submission, AR management, patient payment responsibility)
 - RCM and business analytics and data analysis
 - IT application hosting and support, application integration, data conversion

Tim Coan
tim.coan@alnm.com

Company Presentations

HEALTHY ROSTER

What We Do

We power healthcare outreach in schools, sports leagues and workplaces. Our software is used by athletic trainers who take care of both athletes on the field and employees in active work environments. In both cases, our software enables athletic trainers, to easily log, track and communicate in the field.

Our sports medicine EMR and telehealth platform is currently used by over 4000 athletic trainers serving nearly 1,000,000 athletes and employees.

Healthcare Outreach Leader

CUSTOMERS



KEY METRICS

800,000
ATHLETES

\$2.5M
REVENUE

95%
NET RETENTION

142%
YOY GROWTH

Company Details

Healthy Roster, Inc.
Dublin, Ohio 43017

Nathan Heerd, CEO
nathan@healthyroster.com
614-353-0103

www.healthyroster.com

Market Size: \$25B
Number of Employees: 21
Total Amount Invested: \$6.5m

Founding Team

Nathan Heerd - Co-Founder/CEO
Dan Fronczak - Co-Founder/President
Shawn Price - Co-Founder/CTO



Fellow Health Partners
Medical Business Solutions

Michael Brown

michaelbrown@fellowhealthpartners.com

Fellow Health Partners is a new kind of company, custom built as the optimal market solution for the disrupted, rapidly consolidating world of medicine and money.

Founded in 2017, it was designed to capitalize on the outsourced medical billing market - projected to be \$29 billion in 2022 - which currently underserves doctors and hospitals who unwittingly leave billions of dollars on the table as a result.

Built on a unique blend of talent, training (Knowledge College™), and technology (SAVi™), it has grown very fast, with over 130 employed in the US and internationally. Significant organic growth >50% has been driven by our investor partners and referral network (2019) and M&A activity and internal growth (2020).

Among its achievements, it is now the #1 billing company for the #1 hospital in the world for orthopedic surgery.

Working with high-value single clinicians as well as system groups up to and over 100 providers, run-rate revenue of is expected to grow to ~\$9mm by year-end 2021.

Fellow Health Partners is actively pursuing investment targets among “mom and pop” billing companies, where workflow and technology efficiencies can generate immediate incremental value for Fellow Health Partners.

Having successfully completed two acquisitions with another slated to close July 1, 2021, Fellow Health Partners is looking to take out legacy participants in its capital structure and fund future acquisitions.

Company Presentations

EXECUTIVE SUMMARY

Overview: Deep Lens is a cloud and AI-based software company with the most upstream method for identifying and enrolling oncology patients for clinical trials in the industry, helping sponsors compress trial (clinical trial) timelines.

The Company has developed, and exclusively licensed, differentiated, and defensible technology that uniquely combines pathology, lab, EMR and molecular data. The platform (VIPER) leverages AI and enhanced workflow to enable regional cancer centers and community oncology practices to enroll cancer patients onto precision-based clinical trials.

Products and Services: The VIPER platform is a cloud-based platform integrates with lab (LIS), EMR and molecular data systems to find patients early and track them throughout their journey. VIPER's AI powered, intuitive interface is used by clinical research coordinators (CRCs) and oncologists to identify patients at the point of diagnosis.

Deep Lens also augments the resource challenges faced by Hospitals and Practices with Clinical and Customer Success personnel.

Traction: *Hospitals/Practices:* Deep Lens currently has over 100 health care sites under contract and screening for clinical trial participants with a trajectory of 200+.

Sponsor: The Company has signed agreements and commitments from major pharma groups, contracted research organizations (CROs), and Biotech. The Company was recently chosen by a Top 5 Pharma group as a preferred vendor to enhance patient screening, identification, and enrollment supporting the Oncology trials unit.



Columbus, OH
www.deeplens.ai

Industry

Clinical trial recruitment, patient screening, AI, genomic profiling

Founders

Dave Billiter, CEO
dave@deeplens.ai
Simon Arkell, President
simon@deeplens.ai
Dr. TJ Bowen, CSO
tj@deeplens.ai

Investment Rounds

\$3.5M Seed Equity Round (Dec 2018)
and \$17M Series A (April 2019).

Major Investors

Sierra Ventures
Northpond Ventures
Tamarind Hill
Rev1 Ventures

Key Advisors/Board Members

Dr. Jeff Elton - CEO, ConcertAI
Clarence So - EVP, Salesforce.com
Michael Parini - SVP, Vertex Pharma



MedWorx was founded in January 2002 by the husband-and-wife team of Greg and Jeana Noble in Denver, Colorado, USA. Having experience with software development and medical practice billing systems, the pair decided to put their combined knowledge to work and created MedWorx. The business plan was to generate recurring revenues by offering medical clinics and medical facilities a platform of B2B solutions. These B2B solutions were comprised of software and billing services offered under long-term, recurring revenue, SaaS-type contracts. MedWorx' focus from inception was the concept of a platform offering that would allow medical practitioners to focus on their medical practice with administrative functions provided by MedWorx through these B2B software and services products. The first revenues were generated in 2002 with a specialist medical practitioner. The business has grown over the last few years through acquisition completing 7 to date.

Greg Noble | CEO | greg.noble@medworx.com

Company Presentations

MIRA Rehab Limited

Presenter: Matthew Papagno joined MIRA Rehab in 2019 and was named CEO in May of 2020. Prior to joining MIRA, Matthew has worked in various leadership positions in the Medical Device industry.

Company Summary: MIRA Rehab Limited is a digital health company, active in the areas of physical therapy, active ageing, and wellness.

Product: The core product of the company is MIRA, which is a software platform to make physical and cognitive exercises more convenient and engaging. It acts as a virtual assistant, significantly improving the therapist's workflow and patient outcomes.

Client Profile: MIRA is marketed to physical therapists active in both clinic and homecare settings. MIRA's patient population ranges from 3 to 103 years-old and has been played in 18 countries. With the launch of MIRA Home and the development of MIRA App, virtual care is becoming the primary market for MIRA.

Contact Information:

- Matthew Papagno
 - Matt@mirarehab.com
 - (860) 559-2945
- MIRA General Information
 - Investment@mirarehab.com



Dean Koch, Co-Founder and CEO
dean@smalltalk.tech
www.smalltalk.tech

smallTalk™ is commercializing technology licensed from Nationwide Children's Hospital relating to infant language acquisition and brain development.

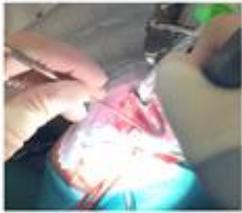


smallTalk Consumer: smallTalk IoT products enable infants to interact with foreign language lullabies, songs and stories in awe-inspiring ways, setting them on a path of lifelong language learning and unlocking developmental benefits that can only be accessed during infancy. *Our first product, the smallTalk Egg™, will be launched in October 2021.*

smallTalk Medical: smallTalk NICU brings the voice of the mother to the baby in an incubator or open crib. Brain development in early infancy is heavily dependent upon infant directed speech, and a stay in the NICU disrupts this important stage. smallTalk NICU uses an intuitive app for the mother to record her voice (lullaby, song or story), and have it stored on an egg-shaped speaker device designed for use in an incubator or open crib.

smallTalk NICU will be launched by a strategic partner, specialized in products for NICU care, in 2022.

Company Presentations

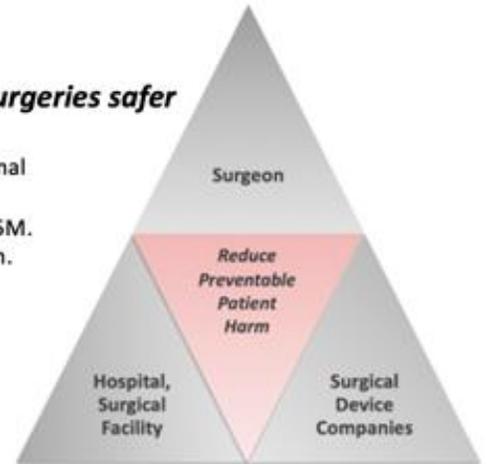


www.zotarix.com

LabraGuard Lip Retractor

Reducing preventable harm, making common surgeries safer

- Patient safety and highest quality care are paramount for optimal surgical outcomes.
- Lip injuries after tonsillectomy have sought damages up to \$9.5M.
- Shared responsibility for reduction of preventable patient harm.
- FDA compliant, the *LabraGuard* is a disposable medical device that can be used during common surgical procedures in the mouth and throat—tonsillectomy, adenoidectomy, dental, and oral surgery procedures in patients of all ages.
- Zotarix LLC is an Ohio-based surgical safety device start-up, investment opportunities available.



Blue Orange Compliance (BOC) provides cyber security and compliance products and services to help organizations protect information, comply with regulations and sustain an acceptable risk level. BOC serves clients nationally, primarily in the healthcare ecosystem including hospitals, provider practice organizations, pharmacies, therapy, senior living, etc., and health technology companies.

Products and services:

BOC offers applicable recurring combinations of product and services based on client profile, cyber and compliance maturity. Product and service groups include assessment, testing, monitoring, guidance and remediation. BOC Slice® Analytics provides status, risk modeling and industry/peer comparisons. BOC also offers SOC-2 and is an authorized HITRUST External Assessor so we can take clients from any point to any level based on internally derived or externally mandated goals.



BOC has 76% recurring revenue and 97% client retention.

John DiMaggio | 614.567.4109 | john.dimaggio@blueorangecompliance.com

Olio Health, Inc.

Olio Health, Inc., a software-as-a-service (SaaS) product, solves a universal healthcare problem that providers don't know where their patients are, how they are doing, and if they are trending in the right direction after they leave the hospital and enter post-acute care (PAC). This problem has been floodlit within the pandemic as coordination of hospital and PAC care (i. e., nursing homes, home health, and acute rehab) has fallen woefully short under the stress test. Further, sweeping regulatory changes from the Centers for Medicare and Medicaid Services ("CMS") and private payers have been systematically imposing accountability and financial risk on providers. The economic shift for providers is transforming how patients are cared for and tracked. In steps Olio, a way to simplify and scale the way providers work with vast networks of PAC partners that creates clinical and economic alignment. Olio connects acute, physician, payers, and PAC providers in a software platform that supports all patient populations, lowers the total cost of care, and allows for operational efficiencies in the delivery of care in a mobile and web application. We've raised 5 million in seed and are targeting Q1 2022 Series A.

Ben Forrest | CEO | ben@olio.health | 317.833.9795



Company Presentations



Dr. Matt Walker, Co-Founder & CEO
P: 847-910-2567

Options Medical Weight Loss™ has locations in Chicagoland, Columbus, OH, Phoenix, AZ, and Tampa, FL. We believe the most efficient way to lose weight and keep it off is nutritional consumption designed for Fat Loss. We offer personally customized prescription and non-prescription programs which could include weekly one-on-one weight loss counseling, Lipotropic fat burners, B12 injections, HCG injections, Options Diet System™, Options meals, snacks, and supplements.

Dr. Walker realized early in private practice that the greatest impact he could make helping people was with their weight so he spent years consulting with the top weight loss practices in the world and doing his own research. Eventually Dr. Walker partnered with Will Barton 50/50 to develop the brand and system. A year into development, Dr. Katrina Mattingly bought a 10% stake in the Chicagoland Market.

5 years and 10 clinics later, Options Medical Weight Loss is the most comprehensive hands-on approach to a non-surgical weight loss facility in the country.

Options Medical Weight Loss has self-funded through profits with minimal debt raise up to this point. We spent 2020 building out the infrastructure to scale quickly as a franchise but pivoted away from franchising late 2020 realizing we would retain more value as a corporately held structure.

We are seeking a potential Strategic Partner that could Capitalize large scale growth and add value with Lead Generation and Executive management guidance. We are also interested in passive Capital partners to buy into Regional Location Growth.



Business Description: Founded in 2014 by board-certified anesthesiologists, OFFOR Health, Inc. enables on-site healthcare services through our platform of delivering specialists, meds, and equipment to dental and medical offices optimizing the venue of care for patient care.

Category / Profile: Multi-billion-dollar healthcare services category, with an initial focus on extensive dental procedures for patients in need driving access to care by reducing travel times, wait times, and driving better outcomes.

Locations: Ohio, Illinois, Kentucky with additional multi-state expansion by end of year.

Management Team:

- Saket Agrawal, Chief Executive Officer
- Navin Goyal, Co-founder and Medical Director
- Mike Glick, Chief Growth Officer
- Michael Mancuso, Chief Information Officer
- Todd Kohl, VP Logistics and Operations

Contact Information:

contact@smilemdsedation.com
877-789-8583
Saket Agrawal, CEO
www.offorhealth.com
www.smilemdsedation.com

Funding Rounds / Investors:

- Seed round from friends and family, in late 2016.
- Seed round II from LOUD Capital, along with friends and family in late 2017/early 2018
- Series A of \$6M in January 2021 led by SpringRock Ventures, with AXA Venture Partners, and LOUD Capital.

Where we are going:

Series A funding will allow us to build a scalable infrastructure and execute on multi-state expansion and new business lines. In addition, we are actively building out a proprietary technology platform, which will enable better experiences for all of our stakeholders. We anticipate a next round of funding being launched in the near future as we continue to expand our services and payer network across states and will look to enhance and leverage our platform.

Company Presentations



The retailization and rising cost of healthcare delivery, including medical office space, combined with unprecedented M & A activity and value-based (outcome-based) medicine, have caused physicians and hospitals to ask developers and landlords to create a cost-effective alternative to traditional medical office space.

Carehub® licenses medical office coworking space to physicians and hospitals at a **70% to 85%** savings to the cost of full-time medical office space with **no out-of-pocket capital costs** and **no long-term contracts**. Carehub® offers this solution to physicians while promoting collaboration and referrals between physicians and supporting hospitals.

Opened 1st Location May 2020

2020 REVENUE	30K
YOY	140%
RETENTION	86%

Some of our current members:



7000 Bee Caves Rd. Suite 310 | Austin, TX 78746
(512) 543-2273 (CARE) | lee@carehubcoworking.com
www.carehubcoworking.com



Lee Jackson
Co-Founder & CEO

Lee has 24 years of experience serving as a developer, investor, acquisition manager, and asset manager of healthcare real estate. Lee also serves as a Senior Vice President of business development for Equity, LLC, a national real estate company specializing in medical office acquisition and development.



Srinivas Kandikonda
Co-Founder & COO



Steven Wathen
Co-Founder & Board Member



Qur Health Delivering Disruptive IT Solutions Across the Healthcare Spectrum



QurHealth is a healthcare data management organization with a focus on delivering innovative healthcare IT solutions across the broader healthcare ecosystem. Built and owned by Ventech Solutions, QurHealth provides holistic IT-healthcare offerings, which touch several healthcare stakeholders, including care providers, payers, patients and researchers. The company employs industry best practices and advanced technologies in AI, ML, and data analytics to create high-impact health-tech solutions charged toward a singular vision: **Saving Lives Super Proactively.**

DJ Nag | dj.nag@ventechsolutions.com | www.QurHealth.com

Company Presentations



SIX MONTH SMILES®

Guided Orthodontics for the General Dentist

PRESENTER BIO: Founder and owner. Prior owner and founder of Axis Dental sold to Danaher (DHR) in 2009. President in Dental group at Danaher 2009 to 2014. 6MS President CEO a Huron Capital Company '14 to '19, acquired 6MS in 2019.

COMPANY SUMMARY: Manufacturer of clear aligners and cosmetic braces appliances. 6MS trains, supports, and supplies finished appliances. And sells tools and supplies for dentists. 6MS acquired a distressed clear aligner manufacturer during pandemic. 6MS is within 30 days of receiving its FDA 510K certification for aligners. 6MS business is done completely online.

Covid Impact: Revenue decline of 25% to 2019. Forecasting +15% growth in 2021

PRODUCTS & SERVICES: Digital case planning services for dentists. 6MS uniquely offers dentist a choice of aligners or cosmetic braces. All services and production are digital including 3D printing. Additionally, 6MS works with financing partner to finance cases for patients.

TARGET MARKETS: 6MS primary customers are general dentists located in over 20 countries. Two largest markets are USA and UK. 6MS is beginning to produce white label aligners.

COMPETITION: Primary competitors are Align Technology (ALN) which use the B2B channel served by dentists. Smile Direct Club (SDC) and BYTE are B2C competitors, BYTE recently traded for \$1B with Dentsply (XRAY).

MANAGEMENT BACKGROUND & EXPERTISE: Perry Lowe career long dental manufacturing and distribution background. Two successful startups; one exit. Process and operating expertise. Wayne Brown VP Operations and Finance. Wide range of background including startup & exit with Perry Lowe at Axis Dental. Umair Ahmed and engineer by training has been instrumental in the development of our digital services and aligner offering, Graduate of Texas AM with a master's in business from Darden. Dr. Jorge Perez and world renown expert in the field of clear aligner treatment planning and production.

CAPITAL REQUIRED AND USE OF FUNDS: Capital requirements are primarily for acceleration of international expansion, customer acquisition via digital marketing platforms and HubSpot, automation of manufacturing process.

The Colony Hold Co.
DBA: Six Month Smiles
www.6monthsmiles.com

CONTACT:
Perry Lowe
972.740.5280
plowe@sixmonthsmiles.com

MANAGEMENT:
Perry Lowe Owner

Umair Ahmed: Principal

Wayne Brown: Principal

Dr. Jorge Perez: Principal

BOARD OF DIRECTORS:
Perry Lowe
Wayne Brown
Umair Ahmed

ADVISORY BOARD:
Neil Johnson
Others TBD

Market Size: ~\$10B by 2026

Number of employees: 35

Total Amount Invested since 2019: ~\$2.5M

Sources of Capital: Owner, PPP, SBA, LOC and starting capital post acquisition.

Amount Sought and When:

Up to \$4M in 2021/2022

SIX MONTH SMILES®
Guided Orthodontics for the General Dentist

- Uniquely offers turnkey planning and fabrication of Aligners & Clear Braces to dentists
- 3D imaging software and printing used to design medical device for dentistry.
- Medical Device Manufacturer | ISO Certified | FDA 510K for Clear Aligners.
- Sold in 40+ countries, 65% domestic 35% ROW.
- SMS OpCo LLC, DBA Six Month Smiles is a late stage start up, investment opportunities available.

\$9.72B
Market Opportunity

www.6monthsmiles.com

Company Presentations



Cyber Security
Business Continuity
Disaster Recovery
Hosted Cloud
Managed IT

Managed IT as a Service

A unique story within a crowded, homogenized Managed IT market

Identify - Protect - Detect - Respond - Recover

OneIT, Inc. is a US based cybersecurity, cloud, and BCDR provider. We deliver leading edge IT solutions to clients through our partner network and have created a company deliberately focused on supporting and rewarding our partners. Cybersecurity is OneIT's core offering and is the common thread that links our services together. It is what our hosting and BCDR solutions are intentionally build upon, ensuring that our customers experience not only performance, but also peace of mind. As a company, we believe that by delivering robust solutions, combined with diligent support and attention to detail, we are creating and delivering value to our customers, partners, and internal resources.

Target Market:
Channel Partners
Value Added Resellers
Embedded Base
Strategic Acquisitions

Target Sector:
Healthcare
Government
Professional
Financial

100% US based remote workforce
20+ FTE employees
\$3.75M on target revenue 2021
EBITDA positive 2021
2021 YOY growth 50%-80%
Selling through channel
Scalable proven process
Growing through acquisition
Mid-market focused \$30-\$150M

OneIT, Inc.
Columbus Executives

Glen Zucker, CEO
glen.zucker@youroneit.com

Kim Gerhart, CSO
kim.gerhart@youroneit.com

Ken Dunson, CIO
kendunson@youroneit.com



Business Continuity & Disaster Recovery



Security Services



High Performance Cloud



Process Consulting

Offering investment opportunity in roll-up and roll-on acquisitions

OneIT, Inc. www.youroneit.com



Company Presentations

BACKGROUND: INFINITY Angioplasty Balloon™ Co., LLC, is a commercial stage medical device company. The Company is focused on the development and commercializing of minimally invasive (endovascular) tools for interventional physicians to open clogged arteries in patients suffering from peripheral and coronary arterial occlusion disease (atherosclerosis). Our flagship platform - INFINITY Precision Angioplasty Balloon™ was cleared by the FDA to treat infra-inguinal occlusions in May 2020. Funding is sought to complete a coronary angioplasty platform and drug coated balloon angioplasty platform (The INFINITY DEFENDER™).

PRESENTER BIO: Gary Smith is President and CEO of INFINITY Angioplasty Balloon Co. Prior to IABC, Gary was CEO of VentureMed Group, Inc., an endovascular peripheral artery occlusion device company, where he raised \$20M through series B. Prior VMG Gary lead other med-tech and diagnostic start-ups after serving as VP of Battelle's Medical Device Group for over 10 years.

TARGET MARKET

IABC sells to cardiac and vascular surgeons, operating in hospitals and office-based labs across. In US alone, there are over 2 M coronary and peripheral angioplasty procedures performed annually, using 1.8 angioplasty balloons per case, spending over \$15 B annually. Our one-size fits most platform will improve patient outcomes, while reducing the providers cost of care.

COMPETITION/STRATEGIC ACQUIRERES

Strategic suppliers are seeking new, innovative angioplasty technologies to displace their aging complicated and expensive platforms. These companies include Boston Scientific, Bard/BD, Medtronic, Abbott and Cook Medical. INFINITY's platforms are seen as the game changers in balloon angioplasty.

CAPITAL REQUIRES AND USE OF FUNDS SERIES A

The Company has been financed to date by grant funding, private equity and convertible notes (Cleveland Clinic Global Cardiovascular Innovations, NW Ohio Tech Fund II). We are currently seeking additional \$5.5 M in equity financing to support its sales growth strategy and follow-on product development for a coronary angioplasty and drug coated balloon (INFINITY DEFENDER™) platforms.

Company contact:

gsmith@infinab.com

jpigott@infinab.com

www.infinab.com



INFINITY Angioplasty Balloon Co., LLC

2865 N. Reynolds Rd, Suite 220
Toledo, OH 43615
www.infinab.com
gsmith@infinab.com

MANAGEMENT:
Gary L. Smith, MBA
CEO

John P. Pigott, MD
Founder and Chief Medical Officer

Open – VP Sales

Kerrie A Denman, CPA
Director Finance, Controller

Darci Diage, MS
Director Quality Systems

Design, Mfg, Engineering
Interplex Medical

BARD OF DIRECTORS:
John P Pigott, MD
Gary L Smith
Lee Hammerling, MD

ADVISORY BOARD:
John Philips, MD
Ohio Health, Columbus

M Shishehbor, DO, PhD
Univ Hospitals, Cleveland

T. Zeller, MD Professor Angiology
Bad Krozingen-Freiburg Univ.
Germany

Legal Counsel: Thompson Hine

INTELLECTUAL PROPERTY:
Standley Law Group

Market Size
No. of Employees 6
Amount invested to date: \$2.8 M
Series A Raise: \$5.5 M
Use of Fund: Coronary Platform
Defender DCB
Commercial Ramp
Sales Team hires

Company Presentations



tech|r2



Track • Contain • Destroy • Verify
loose data-bearing devices with Tear-A-Byte®
A patented process



FACT: Over 50% of all security incidents are caused by people **inside an organization**. **30%** are due to **worker negligence**.
Tear-A-Byte® our track-contain-destroy process, will provide your enterprise with unmatched media security solutions.



1 **Track** your data bearing devices with RFID technologies and establish real-time inventory and audit trail via your own tailored customer portal.

2 **Contain** data bearing devices securely in a locked container, only accessible by TechR2 staff.

3 **Destroy** data onsite and receive a certificate of destruction, backed by a multi-million-dollar insurance policy.

4 **Verify** the reconciliation process to ensure complete success!

How can we protect your enterprise?

Tear-A-Byte®, our patented comprehensive track-contain-destroy process, will provide your enterprise with unmatched media security solutions including:

- ✓ RFID real-time asset tracking and inventory control
- ✓ Ensure Federal/Industry compliance
- ✓ Secure onsite device containment
- ✓ Onsite data sanitization
- ✓ Complete lifecycle management
- ✓ 100% customer control
- ✓ Compliant with GDPR
- ✓ U.S. patented
- ✓ 100% risk mitigation
- ✓ OEM approved

What differentiates us as an industry leader?

- ✓ Risk assessment
- ✓ Implementation roadmap for data center and enterprise
- ✓ Complete training and support

- ✓ Secure onsite device containment
- ✓ RFID IT asset tracking
- ✓ Onsite destruction to NIST standards
- ✓ National Security Agency certified degaussing equipment
- ✓ Meets Dept. of Defense requirements for purging classified information
- ✓ TechR2 is ISO 27001, ISO 14001, ISO 9001, and ISO 45001 certified

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Office of Technology Commercialization

AT NATIONWIDE CHILDREN'S HOSPITAL



ADVANCING INNOVATION INTO THE MARKETPLACE

The Abigail Wexner Research Institute is dedicated to enhancing the health of children by engaging in high-quality, cutting-edge research. This includes developing promising new technologies to advance the practice of pediatrics and general health care. The Office of Technology Commercialization facilitates the transfer of innovations to external partners for the benefit of our community and the general public.

**NationwideChildrens.org/Research/Technology-Commercialization
Tech.Commercialization@NationwideChildrens.org**



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BDO KNOWS HEALTHCARE



The BDO Center for Healthcare Excellence & Innovation

We bring the best minds from different disciplines to think in new ways about how to address challenges and seize opportunities in healthcare. Our goal is to deliver fresh insights to our clients and help them implement change.

Today's dynamic healthcare environment - marked by intensifying demands from government, the private sector and consumers - is compelling industry professionals and institutions to develop new ways of doing business, when the definition of "business as usual" changes every day.

We leverage insight and experience across all aspects of the healthcare industry to help organizations anticipate change and overcome the many hurdles associated with risk-based reimbursement, policy change, and clinical outcomes. We help our clients find new opportunities to improve performance in the short-term as well as achieve longer-term transformational change.

Our practice brings together healthcare leaders with deep healthcare experience across financial, clinical, operational, data analytics, and legal disciplines. BDO is committed to a uniquely collaborative culture that breaks down barriers, building bridges between the many disciplines required to create robust organizational change, creating seats at the table for all invested parties:

- x Hospitals & Health Systems
- x Long-Term Care
- x Physician & Other Provider Groups
- x Private Equity & REITs
- x Law Firms
- x Payers
- x Social Health Services



BUY-SIDE & SELL-SIDE PREPAREDNESS		POST-TRANSACTION EXECUTION	
Assessments & Diligence	Prepare/Execute	Optimize	Prepare/Execute
<ul style="list-style-type: none"> x Financial Due Diligence (Quality of Earnings) x Tax Due Diligence and Structuring x Provider Coding Compliance x Revenue Cycle Assessment & Credit Balance Review x Managed Care Black Box x OIG Compliance Review x HIPAA/Security Compliance Review x Physician Compensation Compliance Review x Value-based Summary Review 	<ul style="list-style-type: none"> x Governance/Board Structure x Physician Compensation Principals/Plan x Management Team/Organizational Structure x Acquisition Pipeline Developed x Ancillary Services Growth Strategy x IT/Systems & Migrations x Revenue Cycle KPIs/Plan x Managed Care Strategy Assignment x Compliance Plans & Requisite Changes x Business Plans Completed 	<ul style="list-style-type: none"> x Management Infrastructure x Regulatory Related x Revenue Cycle x Managed Care/Reimbursement x Value-Based x Professional Services x Ancillary Services x Real Estate x Digital transformation and patient experience services 	<ul style="list-style-type: none"> x Execution of Business Plan x Management Infrastructure Team Implemented x Retain Key Talent, Organization, & Culture x Execute on Integration Business Plan x Capture Synergies x Interim Management Support Services if Required x Finance & Accounting Transformation with Management Reporting & Dashboards x Assurance & Tax Services x IT strategy, cloud and infrastructure support

2021 HEALTHCARE CFO OUTLOOK SURVEY: The Future of Care, Accelerated

When the country turned to healthcare in a period of great need, leaders moved forward with haste to prioritize care, cash, coordination and creativity. From transforming to manage a surge, to restoring patient confidence, CFOs have made clear that their 2021 vision will be more collaborative, connective and patient-centric than ever before. Learn more at www.bdo.com/insights/industries/healthcare/2021-healthcare-cfo-outlook-survey

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The Benesch Healthcare+ Practice Group has decades of experience representing healthcare industry stakeholders across the gamut of matters ranging from transactions, to administrative and judicial advocacy, to navigating regulatory and compliance complexities that impact their businesses. We are experienced in mergers, acquisitions, going private transactions, leveraged buy-outs, non-control investments, recapitalizations, tax-free reorganizations and SPACs. What sets Benesch apart from many other law firms is the ability to provide a holistic perspective on the challenges and intricacies of the health care industry based on a depth of understanding in areas ranging from health care lending, Medicare and Medicaid reimbursement, private insurance, antitrust, federal and state fraud and abuse laws, licensure, and survey and certification. Benesch's healthcare clients appreciate the ability to evaluate transactions from a health care perspective and with a knowledge of how health care facilities operate on a day-to-day basis.



For 40 years, we've worked at the intersection of health care and information technology to connect people and systems around the world. We use the latest technology to create solutions that let communities and people engage in their own health. Whether they are supporting the clinical, financial or operational areas of a hospital or health system, our tools are designed to work for today and think for tomorrow.



Medic Management Group is a team of highly experienced professionals who are passionate about helping companies in the medical field navigate the ins and outs of the healthcare business. Simply put, we handle the business of healthcare so our clients can focus on what they do best – leadership and patient care. As a one-stop solution for healthcare management, our knowledge is deep and wide — covering everything from revenue cycle optimization to practice management. Our cutting-edge solutions are always customized around each client's specific situation and goals. And we do more than advise. We also roll up our sleeves and help you implement any operational changes we might recommend. Most importantly, we work quickly and nimbly and are respectful stewards of your investment with us.

Contributing Sponsor



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Aver is the industry's leading provider of comprehensive analytics, network services, and administrative capabilities. Our sole focus is value-based healthcare. They are committed to better outcomes for the entire healthcare community.



Brennan, Manna & Diamond ("BMD") was founded in 2000 with the goal of combining highly skilled, talented attorneys with practical experience in business matters to create a new way to provide legal and business services to its clients. BMD's access to a network of successful business entrepreneurs, consultants and developers allows for innovative solutions, symbiotic partnerships and sound legal and business advice for our clients. With over 70 attorneys in eight offices – BMD follows its mission to Listen, Solve and Empower for clients of all types and sizes in numerous industry sectors nationwide.

LISTEN. SOLVE. EMPOWER.



Canton & Company is a growth and innovation services firm focused exclusively on the healthcare industry. Guided by a dual commitment to accelerating the industry transition to a market-based health economy and creating sustainable success for its clients, Canton & Company inspires change through innovation, with particular emphasis on consumer-centric, smart health markets. We do this by fast-tracking client growth through a diversified suite of offerings that includes strategy, go-to-market, and performance services, along with innovation and venture solutions, using our powerful network of industry change-makers to connect clients with the right tools, partners, talent, and capital for sustainable success.



Dinsmore & Shohl LLP has a nationwide team of more than 725 attorneys who are trusted advisers to Fortune 500 companies, institutions, associations, governments, professional firms and individuals. Clients count on Dinsmore to provide a broad range of high-quality, commercial and cost-effective advice. The firm prioritizes diversity, equity and inclusion in all facets of its business, as reflected in Dinsmore's commitment to pro bono work and community service.

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Hylant serves as a premier healthcare insurance brokerage, offering complete risk management services to over a thousand clients in every sector of the Healthcare Industry. Founded in 1935, Hylant has grown for over 85 years by fostering deep relationships that allow us to provide exceptional coverage and service to clients.



Kegler Brown is one of the most consistently recognized law firms in Ohio due to its high-quality legal work, uniquely responsive client service and value among clients. Founded in Columbus, Ohio, in 1964, the firm's lawyers serve clients locally, nationally and globally. Widely known for its collection of highly specialized niche practice areas, including medical marijuana & hemp, construction law, mediation and arbitration, international business law, franchising, healthcare regulation and health information technology, privacy and data security, and others, the firm practices generally in the areas of mergers & acquisitions, corporate and tax law, commercial litigation and government relations.



LBMC's comprehensive selection of healthcare business solutions and resources has helped a range of clients, from multi-billion dollar health systems to start-up practices and private equity groups. In addition to traditional audit, tax and accounting services, we also provide healthcare consulting, reimbursement, security compliance and strategic business services. As our firm's largest industry practice area, our dedicated team of healthcare specialists brings unprecedented knowledge to your organization's unique needs. There's a reason we've been a leader in healthcare services for more than a decade. Discover how our time-tested solutions can improve the way you do business.



Seven Hills Capital is an operator centric private equity platform, focused exclusively on opportunities within healthcare services. Founded by former operators, Seven Hills believes in building long-term businesses through collaboration with all stakeholders.

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Park National Bank is family of community banking teams that delivers an exceptional breadth and depth of resources to our customers. Offering a full range of accounts, loans, retirement plans, and banking services to healthcare businesses, we give our customers a style of banking and financing they find unique and valuable. We take a hands-on, personalized approach to service and invest deeply in the places we live and work. While many financial institutions offer similar services, our commitment to serving customers with integrity and personal service has led to relationships that last generations.



Focusing on the middle market, RSM US provides integrated transaction advisory, tax, assurance and consulting services. Our work with nearly 3,000 health care organizations gives us a deep understanding of the key trends impacting the industry. In addition, we have performed due diligence on well over 2,500 deals in the past five years, more than 300 of which were health care and life sciences transactions. This in-depth knowledge provides our private equity and strategic buyer clients with industry-specific due diligence considerations.



Szura & Delonis is a trusted and experienced Michigan-based health care law firm. They assist health care providers, entities and organizations navigating the labyrinth of regulations governing the health care sector. Szura & Delonis is dedicated to providing quality legal services based on rapidly evolving health care laws and regulations. Moreover, their experience provides valuable real-world insight for providers and entities facing such complex legal issues. As attorneys and counselors, Szura & Delonis represents clients with acquisitions, mergers and other transactions as well as any administrative or litigation challenges they may encounter.



Ventech Solutions is a technology and healthcare solutions provider that leads and manages some of the most significant technology transformation initiatives for the public sector empowering government agencies to achieve their mission. The world of technology is ever-changing and complex—and we're at the leading edge of the evolution. We're helping our clients in the federal and healthcare sector with technological advancements that push their mission forward by leveraging emerging technologies to deliver a wide range of enterprise services including cloud modernization, infrastructure, data, security and service integration support. It's our expertise of balancing speed and efficiency to solve some of the world's most mission critical challenges. Through innovative solutions, emerging technologies and creative thinking, we deliver high-impact, high-quality results. Our partnerships with technology companies such as AWS and ServiceNow offer the highest-performing platforms and products. As a trusted partner to our clients including the Centers for Medicare & Medicaid Services and Defense Health Agency, we're proud to be implementing solutions that enable improvements in our U.S. healthcare system.

LAWRENCE, EVANS & CO., LLC

Investment Banking | Healthcare Finance | Consulting

Founded in 2003, Lawrence, Evans & Co LLC is a boutique healthcare financial advisory and investment banking firm comprised of senior level professionals who provide lead advisory services to private companies, lenders, and other parties-in-interest that are executing financial and strategic transactions. The firm provides a wide array of services such as finance and capital raising, mergers and acquisitions, management consultancy services, turnaround management and restructuring, and real estate finance and development. The firm caters to the healthcare providers and service companies (senior housing, hospital, physician services (dental, derm, opth, GI) home health, hospice, behavioral health, RCM, HCIT, patient engagement, CCM, RPM, SDOH, etc., transportation and logistics, and business services and cyber. Transactions typically under \$250 million or \$15 million EBITDA.

INVESTMENT BANKING & CORPORATE FINANCE	<ul style="list-style-type: none"> • Private Company Sales • Division/Subsidiary Divestitures • Distressed Transaction Advisory 	<ul style="list-style-type: none"> • Acquisition Advisory Services • Private Market Financings • LBO's and Recapitalizations
CONSULTING	<ul style="list-style-type: none"> • Strategic Options Analysis • Valuations & Financial Assessments • Interim CEO/CFO 	<ul style="list-style-type: none"> • Strategic Planning • Organizational Reviews • Expert Testimony & Opinions
TURNAROUND & RESTRUCTURING	<ul style="list-style-type: none"> • Turnaround Management • Debt Restructuring/Refinancing • Orderly Liquidations 	<ul style="list-style-type: none"> • Chief Restructuring Officer (CRO) • Bankruptcy Planning / 363 Sales • Receivership / Trustee

Represented Transactions

<p>SKILLED NURSING & ASSISTED LIVING PORTFOLIO</p> <p>\$35,000,000 MULTI-FACILITY REFINANCING</p> <p> ACTED AS ADVISOR</p>	<p> GROWTH CAPITAL RAISE</p> <p></p> <p> ACTED AS ADVISOR</p>	<p> GROWTH CAPITAL RAISE</p> <p> ACTED AS ADVISOR AND INVESTOR</p>	<p> PURCHASED</p> <p>MULTI SPECIALTY MEDICAL BILLING COMPANY</p> <p> ACTED AS ADVISOR</p>
<p> SALE TO</p> <p></p> <p> ACTED AS ADVISOR</p>	<p>NON-RECOURSE HOTEL CONSTRUCTION LOAN</p> <p>175 ROOM HYATT HOUSE</p> <p>\$18,026,000</p> <p> ACTED AS ADVISOR</p>	<p>MEDICAL BILLING AND TECHNOLOGY COMPANY</p> <p>\$8,000,000</p> <p>SALE TO A STRATEGIC BUYER</p> <p> ACTED AS ADVISOR</p>	<p> SALE TO A STRATEGIC BUYER</p> <p> ACTED AS ADVISOR</p>

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