



Provider Profile

RoundTable Healthcare Partners
Lake Forest, IL

An operations-oriented private equity firm that invests in healthcare manufacturing, distribution and complementary service companies, RoundTable Healthcare Partners currently manages \$400 million in equity capital.

Founded by individuals with over 100 years of combined industry experience in running healthcare companies, RoundTable's operational orientation is its key strength. By leveraging the extensive knowledge, experience, expertise and healthcare industry relationships of its principals, RoundTable partners with the management teams of its portfolio companies to maximize each firm's growth, profitability and success.

Lender Summary

GE Healthcare Financial Services provides RoundTable Healthcare Partners with:

- Private equity financing
- A consistent financial team to work with
- A deep understanding of healthcare and of RoundTable's business
- A firm commitment to middle-market lending
- Strong leadership in structuring transactions
- Responsive, timely service

Strong GE Financial Backing Helps Roundtable Invest for Growth

Since its inception, RoundTable Healthcare Partners has sought out lending sources that can provide them with the equity financing to invest in the healthcare manufacturing companies that comprise their portfolio.

In GE Healthcare Financial Services, they've found a trusted source of financing.

"We look for lending institutions that are capable of providing leadership -- from the standpoint of committing their own balance sheet, understanding the other lenders participating in our debt structures, and structuring agreements that make sense," explains Len Kuhr, Roundtable's chief financial officer. "GE's healthcare expertise -- and their expertise in the private equity space in particular -- has been very helpful to us."

"We've worked with GE in four of the five acquisitions we've done -- three times in a lead role, and once in a participant role," Kuhr notes. "When we ask GE to take the lead in a transaction, they listen to our specific needs and respond accordingly."

Flexibility, Commitment and Resources

Strong leadership is just one characteristic Kuhr values in GE Healthcare Financial Services. What else makes GE stand out from other potential lenders? "For one, their responsiveness and timeliness," Kuhr notes. "And they will work with us on a financial structure that fits the requirements of a particular acquisition."

GE's commitment to supporting partners in the middle-market lending space has also been a distinguishing factor. "Many large institutions that used to be active in middle market lending really aren't involved anymore," he notes. "There are other institutions that are still active, but over the last ten years the landscape has changed, and they have become fewer."

And, according to Kuhr, when it comes to committing capital, being large is an advantage. "The size and reputation of GE give us the reassurance that we're working with a lender that can deliver substantial resources as appropriate," he notes. "Many other smaller lenders don't necessarily bring that large of a balance sheet or that level of resources to the table, while GE has the resources to invest."

"GE's healthcare expertise in the private equity space in particular has been very helpful to us."

*Len Kuhr
Chief Financial Officer
Roundtable Healthcare Partners*



A Satisfied Customer

The result has been a track record of successful deals, satisfaction with GE and its ability to get deals done. "We're not interested in working on a one-off

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transaction basis," Kuhr stresses. "We definitely want to establish working relationships with lenders who will take the time to learn who we are and what we require in our transactions. GE has definitely done this."

"Since we first began working together, GE has brought a consistent team and a consistent face to the table," he adds. "That's been important, because it

has really streamlined the process. It has enabled us to close our deals faster and more efficiently. We've had direct interaction with the people who have led the team right from the start."

In fact, one of the things Kuhr likes most about working with the GE team is that they know what they can commit to. "We have found that the GE team is very good at understanding what they can do, making commitments to transactions, and then consistently delivering on those commitments," he says.



*Len Kuhr
Chief Financial Officer
Roundtable Healthcare Partners*

For more information on how we can help you successfully meet your business objectives, contact us at 1-800-598-6201 or visit us at www.GEHealthcare.com.



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