

Care sector buyin

Case Study Details:

Buyin

Managing Director

Organisation: CareAbility
Healthcare

Based: Newcastle upon
Tyne

Website: www.care-ability.co.uk

CareAbility Healthcare is a privately owned manufacturer and supplier of specialist products to aid lifting and mobility of patients in the care sector. They have grown rapidly over the recent years and the owners were looking to find an individual who could join the business and assist them in taking the business to the next level. As is often the case with privately owned companies, the existing owners felt that they had taken the business as far as they could and they wished to find an operator who could help them in this challenge.



In early 2015, Paul was approached by the company's brokers to discuss the idea of finding a buyin candidate who could join the business and take a stake, reducing the current owners input with a view to effecting a full buyout in due course. Paul used his extensive research and network skills to headhunt a senior level executive in the sector and found John McEwen. John was working for the Arjo Huntleigh group at the time but looking for his next challenge. Through discussions in late 2015, which involved private equity companies looking at a possible investment, John subsequently agreed to join a newly formed subsidiary, Careability NH Services, which was set up with a view to taking the company's services into a new type of customer base.



Contact Paul Griffiths for more information

www.mbi-opportunities.com