



Rockwood is an **operationally-oriented** private investment firm that has been investing in **entrepreneur or family-owned businesses and corporate divestitures** in the **lower middle market** for **more than 20 years**. Rockwood takes a values-based approach to investing. We strive to do the right thing. Always.

We bring the knowledge of our **Rockwood River Guide**® network and time-tested Rockwood Business Systems to build extraordinary companies with entrepreneurial cultures. As one of our three verticals of focus, we continue to search for partnership opportunities with Healthcare companies that have strong clinical buy-in and provide higher efficacy at a lower cost.

Investment Criteria



Target Company Size
\$10-\$75 million in revenue
\$2-\$7 million of EBITDA
Add-ons of any size
Equity check: \$3M-\$20M



Geography
Platforms: North America HQ
Add-ons: Any location worldwide



Ownership Structure
Family/entrepreneur-owned
Corporate carve-outs



Transaction Types
Family/entrepreneur-owned
Recapitalizations or buyouts
Corporate carve-outs or divestitures
Management buy-outs or buy-ins
Succession planning partnerships
Flexible capital solutions

Healthcare Investment Focus

Healthcare Equipment and Products

- Medical equipment
- Home accessibility and home safety products
- Disposables, tools and replacement parts
- Patient and physician products
- Automation equipment
- Lab products and equipment
- Test, measurement and Instrumentation (TMI)
- Veterinary equipment and products
- Contract manufacturing (CMOs)

Healthcare Services

- Home-based care
- Laboratory services
- Complex rehabilitation technology (CRT), OT/PT
- Testing, Inspection, Certification & Compliance (TICC)

Pharma Services and Products

- Contract research organizations (CROs)
- Clinical research trial services and products

Healthcare Specialty Finance

Representative Healthcare Investments



Lifeway Mobility (Hartford, CT)
Provider of home accessibility and safety solutions for complex rehab and aging-in-place patients
Exited in 2021



Altimate Medical (Morton, MN)
Manufacturer of standing solutions to support therapy for adults and children with disabilities
Exited in 2017



SYNEO (West Palm Beach, FL)
Provider of automation equipment, tools & services for the medical device industry
Exited in 2020



Medical Positioning, Inc. (Kansas City, MO)
Manufacturer of patented specialty beds and tables designed to improve diagnostic imaging procedures
Exited in 2017

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