

News Release

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## **Simione Healthcare Consultants Acquires Healthcare Concepts Inc., Executive Search Firm for Home Care & Hospice**

### ***Healthcare Concepts Staff Joins Exact Recruiting, a Simione Talent Solution***

Hamden, CT – July 13, 2017 – Simione Healthcare Consultants has acquired Healthcare Concepts, Inc., a Memphis-based executive recruitment firm that specializes in the home care and hospice industry. The transaction combines the Healthcare Concepts team with Exact Recruiting, the nation’s leading talent enterprise acquired by Simione in April 2017 and dedicated to home care, hospice, palliative care, and other community-based services.

Founded in 1980 by President and CEO Laurel Reisman, Healthcare Concepts has served post-acute providers with recruitment and interim management services, as well as home care start-up consulting and clinical publications. Former Healthcare Concepts employees joining the Simione/Exact Recruiting team include Lucy LaDart and Kristi Trucks, who have several collective decades of experience in recruiting and executive search. The team is known for its knowledge of the industry and enthusiasm for their work, as well as their adept listening skills to meet client needs, according to William J. Simione, III, Managing Principal, Simione Healthcare Consultants.

“Success in home care and hospice requires that agencies have the right people, and our goal is to help develop current and future leaders in the field. We are pleased to welcome the team of Healthcare Concepts to Simione as part of our Exact Recruiting solution. They will help us build upon our long history of collaboration with industry recruiters to facilitate a higher level of quality, efficiency and financial performance in home care and hospice,” Bill Simione said.

Simione Principal Eric Scharber, who leads all talent management activities, said, “We are pleased to welcome the team of Healthcare Concepts to expand our efforts and help clients develop effective talent strategies to achieve more. They will further enhance our highly seasoned team with an ever-widening network of contacts and resources to provide the right talent for home care and hospice, and help providers thrive in today’s increasingly competitive healthcare marketplace. We all share a

passion for finding high-quality professionals and helping organizations find the right fit for carrying out their mission, vision and values for success,” Scharber said.

Healthcare Concepts President & CEO Laurel Reisman has built her firm to become a leader in executive search over the last 37 years and is regarded for her strong commitment to helping organizations grow through leadership. Her referral network is among the most trusted and diverse in the home care and industry. “Our focus has always been to offer seasoned, proven talent for our clients, and deliver a level of personal service that brings benefits to organizations looking to improve their clinical and financial performance. We are pleased to continue that commitment as a part of Simione and its talent solution of Exact Recruiting.”

Since its inception in 2005, Exact Recruiting has grown to service clients across the U.S., placing more than 1,300 professionals to date with services that include: executive /retained search, contingency search, interim management, recruitment process outsourcing, compensation analysis, and employee satisfaction surveys to assist home care and hospice in managing human resources. As the talent solution of Simione Healthcare Consultants since 2017, Exact Recruiting seeks candidates for positions in executive leadership, regional and area leadership, agency and clinical management, and middle management and supervisory roles, as well as field clinicians and sales and marketing professionals. Visit [Exactrecruiting.com](http://Exactrecruiting.com)

Founded in 1966, Simione Healthcare Consultants embodies a diverse group of business talent across the U.S. to provide accessible, cost-effective business solutions for the home health and hospice organizations. Key areas of expertise include operations, compliance and risk, finance, sales and marketing, talent management, cost reporting, information technology, and mergers and acquisitions. Simione supports performance improvement across the healthcare continuum, engaging agencies, hospitals, health networks for more effective delivery of patient care. More than 1,500 organizations use Simione’s experts and tools to improve quality, reduce costs, and minimize risk to drive business performance. Visit [Simione.com](http://Simione.com)

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