

As a Partner with Park Avenue Management Partners, Tom Nance specializes in advising companies on healthcare compliance, operational improvement, restructuring, change management, strategic growth and M&A transactions.

Previously, Tom was CEO of Benevis, the largest Dental Support Organization serving Medicaid patients in the nation, with more than \$350 million in revenue from two million patient visits annually in 150 offices across 17 states. He joined the private equity backed start up in 2005 as CFO and was later promoted to CEO. Tom led the company through rapid growth of over 120 DeNovo office sites and over 30 acquisitions, drove strategy to expand from general dentistry to expanded dental services and led two major restructuring events. Dramatic growth, aggressive cost management, operational excellence, and recognition as the industry leader in healthcare compliance culminated in a successful sales transaction.

Tom began his career as a CPA with Arthur Andersen in Atlanta and has a successful track record in senior executive roles in the U.S. and Europe with private equity owned portfolio companies, service and healthcare organizations and multinational consumer products companies that include Elmer's Products, Borden Foods, and Mars Inc.

Relevant accomplishments

- Reengineered \$350 mil consumer products manufacturer over a four-year period and more than doubled earnings from organic growth and business improvements.
- Implemented an integrated Sales and Operations Planning process at \$350 mil manufacturer and led redesign of systems to deliver improved customer service from 87 percent to 98 percent and higher inventory turns by 125 percent.
- Completed strategic acquisition of a \$50 mil North American office products manufacturer and integrated into existing operations with synergies that doubled target acquisition profitability.



Tom Nance

Partner

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Quick Facts

40+ years of business experience as an advisor, CEO and board member with expertise in:

- Healthcare Compliance
- Operational Improvement
- Restructuring
- Strategic Growth
- M&A

Tom invests in middle-market companies and is a BOD member for select companies

Education / Certifications

Magna Cum Laude, University of Georgia, 1976

CPA in the state of GA, inactive as of 2013

- Led team of 60 cross-functional associates at \$700 mil food manufacturer to recreate the way the company operates through new business processes and systems. Converted from four platforms and 95 applications to a single client-server platform with an integrated ERP solution utilizing best practice business processes driving a three-year payback.
- Developed and executed plan at \$700 mil food manufacturer to improve earnings by rationalizing customers, brands, and SKUs, eliminating inefficient trade spending, and right-sizing of SG&A and the supply chain footprint driving improvements that increased bottom line by more than 30 percent.
- Led international team at multi-billion dollar global consumer products manufacturer on business proposition development and capital planning delivering a consistent frame work for optimization of investment by operating company.

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