



# Partnership Profile

**CASE STUDY**  
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## Agiliti Health

**Investment Status:**  
Current

**Ceo:**  
Tom Boehning

**Location:**  
Minneapolis, Mn

**Investment Date:**  
2019

**Vertical:**  
Healthcare (Hc)

**ISO:**  
Medtech Services

Scaling a medical solutions company  
through strategic M&A

## The Description

We partnered with Agiliti to complete strategic acquisitions and develop a robust sales pipeline.

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## The Opportunity

Agility provides healthcare organizations with medical equipment management and services that support a more efficient, safe and sustainable healthcare delivery system throughout the United States. With over eight decades of experience reducing costs and improving operational efficiencies for more than 10,000 acute care and alternate site providers, Agility was well-positioned to continue scaling its business.

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## The Challenge

When our partnership began, Agility was a nationwide solutions provider active in all major healthcare markets, but the company was looking to boost sales and improve its market position.

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## The Results

We worked with Agility to scale and promote company-wide growth by leveraging both organic and inorganic strategies as well as shifting the business mix toward more asset-light, service-oriented offerings.

### Strategic acquisitions

Agility acquired several medical services and equipment companies—including Zetta, MISR, Surgical Systems, Northfield Medical and Sizewise Rentals—adding value and expanded capabilities to the business.

### Powerful sales pipeline

With our help, the company improved its sales pipeline by cross-selling and building new relationships.

If you'd like to learn more about THL's activity in MedTech Services or other Healthcare ISOs like Pharma Services, Home-based Care, Healthcare IT, Consumer Healthcare, or Bioprocessing, contact THL's healthcare team today.