










Baird Capital Partners Add-on Acquisition Criteria

Company	Company Description	Subsector	Add-on Criteria
	Provides outsourced internal audit services to banks, brokerages, insurance companies, and various commercial companies	Business Services	Outsourced internal audit services providers <\$15.0MM in revenue
	Leading North American supplier of ready-to-assemble outdoor wooden play sets	Consumer	Backyard-oriented consumer product lines or companies; preferably counter-seasonal in nature and involving wood
	Provides highly specialized functional strategy consulting services to major pharmaceutical and biotechnology companies via fixed-rate contracts	Healthcare	Outsourced service providers to pharmaceuticals companies <\$15.0MM in revenue
	Manufactures radio-frequency electro-surgery cutting systems for the medical, dental and veterinary markets	Healthcare	Products/companies in plastic surgery/derm/ENT, including surgical instruments, procedural aids and fillers or implants
	Provides IT consulting, systems integration and systems engineering services to Fortune 1000 companies and U.S. governmental agencies	Business Services	Government-focused IT services providers
	Designs, manufactures and distributes office furniture	Industrial/Commercial	Innovative office furniture manufacturers focused on high-quality, value-based products for the mid-market
	Provides outsourced revenue cycle management services to emergency medicine and hospitalist physician groups and staffing firms nationwide	Healthcare	Emergency medicine-focused medical coding, billing and collections providers with <\$15.0 MM in revenue
	Manufactures human patient simulation products and provides medical education content such as software learning modules and training	Healthcare	Healthcare education products and services that complement or could utilize simulation
	Manufactures injection molded plastic and rubber products, principally serving the healthcare and select industrial markets	Healthcare	Healthcare contract manufacturing plastic specialists with manufacturing (plastic, rubber, silicone), design or assembly capabilities

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