

STEVEN BRAFF



2682 Anza Trail
Palm Springs, CA 92264
Office: 888.922.1833
Cell: 951.757.6206
Email: sbraff@thebraffgroup.com

EXECUTIVE SUMMARY

Steve has more than 24 years of experience in the health care industry as an M&A intermediary, entrepreneur, hospital executive, clinical laboratory sales team leader, and a cardiac rehabilitation therapist. In his tenure as a hospital executive, Steve managed clinical services including respiratory therapy, physical therapy, radiology, laboratory, and cardiology. He led business development initiatives in respiratory therapy for skilled nursing facilities, occupational health services, and out-patient therapy.

As a Managing Director with The Braff Group, Steve is responsible for Home Health Services, Hospice, Staffing, and Home Medical Equipment markets in the West. Steve represented Northwestern Memorial Hospital in the divestiture of its home health agency to Tender Loving Care. For this transaction he was awarded the “2005 Health Care Deal of the Year” by M&A Advisor, a leading publication dedicated to middle market merger and acquisition activity. Steve is a regular speaker at state and national home health care conferences and frequently is called to consult with institutional investors researching the home health public markets.

Professional Experience

THE BRAFF GROUP, Palm Springs, CA

Managing Director

Sell-side merger and acquisition advisory services for health care goods and services companies including Medicare Certified home health care, private duty care, hospice, healthcare staffing, and home medical equipment suppliers.

Quest Diagnostics Laboratory

Account Executive

SmithKline Beecham Clinical Laboratories

Account Executive

Inland Valley Regional Medical Center

Administrator

Greater El Monte Community Hospital

Administrator

Saint Agnes Medical Center
Director of Occupational Health Services Marketing

Speaking Engagements

Alamo Area Home Care Council
California Association for Health Services at Home
Colorado Association of Medical Equipment Suppliers
Healthcare Staffing Summit
Illinois Home Care Council
Midwest Association for Medical Equipment Services
National Association for Home Care
National Private Duty Association
Nevada Association of Medical Product Suppliers
Southwest Regional Home Care Conference
Texas Association for Home Care
Utah Association for Home Care

Consulting

Bain & Company
Deerfield Management
Deutsche Bank
Galen Partners
HealthCor Management
JP Morgan
Oracle
Third Point, LLC
Ziff Brothers Investments

Honors

“2005 Healthcare Deal of the Year” awarded by The M&A Advisor

Education

Bachelor of Science in Business Administration, Thomas A. Edison State College

Masters in Business Administration, Colorado State University