

Paul Jurewicz
Partner



Select Executive Experience

Stepping Stones of Rockford (2022-2024)

Chief Financial Officer

Laura Baker Services Association (2016-2022)

Chief Financial Officer

Sauk Prairie Healthcare (2014-2015)

Interim Controller

Meridian Behavioral Health (2008-2010)

Chief Financial Officer

Mayo Collaborative Services (2004-2008)

CFO/CAO

Venetec International (1999-2002)

Chief Financial Officer

Sabratek Corporation (1998-1999)

Chief Financial Officer

Health Management Inc. (1995-1997)

Executive VP and CFO

Core Competencies

Mergers and Acquisitions

Due Diligence

Integration Planning

Turnarounds and Restructuring

Leveraged Capital

Debt and Equity Financing

Banking Relations

Covenant Compliance

Revenue Cycle Management

Facilities Management

Private Equity CFO

FP&A

Risk Management

KPIs

Litigation Management

Board Relations

Intellectual Property Licensing
Agreements

Executive Profile

Paul is a Partner on the Midwest team of SeatonHill. Mr. Jurewicz is an adept senior executive with a demonstrated record of accomplishments in manufacturing and service organizations. He is a strategic CFO, known for skillful management of challenging environments with his outstanding leadership and communication skills, building high-performance teams, and making difficult decisions. He has a proven ability to forge and maintain sound business relationships and lead organizations to achieve operational excellence and bottom line results. He has led due diligence teams and created integration plans for healthcare M&A transactions exceeding \$750 million.

Industry Experience

Private Equity

Home Infusion Therapy

Home Health Care

Specialty Pharmacy Distribution

Medical Device Manufacturing and
Distribution

Diagnostic Laboratory and Pathology

Medical Centers

Intellectual and Developmental Disabilities

Substance Abuse Treatment

HUD Housing

Non-Profits

Healthcare Franchises

Education & Certifications

Master of Business Administration
Lake Forest School of Management

Bachelors, Accountancy
DePaul University

CPA
Illinois (inactive)



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

Paul Jurewicz
Partner



Key Experience

PE-sponsored Behavioral Health Services Provider: As Chief Financial Officer, Paul led efforts to comprehend and maximize the payer mix resulting in 20% same store growth. He achieved 100% year over year growth in EBITDA driven by sales growth and cost control. Paul led efforts to resolve acquisition related litigation. He also implemented companywide practice management and billing software, resulting in significant DSO reduction and improved cash collection with cash collections increasing from \$1.0 million to \$1.5 million per month. Paul chaired the Company's Compliance Committee and directed the Company's I/T and facilities maintenance functions. He completed the Company's audit for two years post-settlement of the acquisition related litigation.

Provider of Services for Individuals with Intellectual and Developmental Disabilities: As Chief Financial Officer, Paul led planning and reporting functions for this \$5 million not-for-profit agency. He managed outsourced information technology and facilities maintenance functions. Paul led revenue cycle activities including governmental payers maintaining a DSO of less than 40. He also served as the Company liaison to the Finance Committee of the Board of Directors.

Reference Laboratory, Subsidiary of Mayo Clinic: As CFO and CAO, Paul enhanced the organization's sales strategy resulting in 18% organic growth and sales levels nearing \$300 million while improving operating margins to \$40 million. He discontinued two service lines improving profitability by \$3 million. Paul co-sponsored the implementation of a new information technology platform designed to reduce costs while improving customer service and

quality. A 15-20% sales growth caused the need for expanded space and improved processes, Paul co-managed the successful completion of a move to new facilities and the implementation of lean, six-sigma, and best practices that resulted in +20% profit growth. He also revamped internal financial reporting to increase visibility to service line profitability and financial metrics. Paul implemented new costing procedures to refine product gross profit.

Medical Device Manufacturer and Distributor: As Chief Financial Officer, Paul directed treasury, financial reporting, investor relations, customer service, IT, and manufacturing operations in a VC-backed environment. Within 3 months of starting with the company, Paul recommended a complete revamping of sales strategy to address slow growth leading to repositioned product lines and a redefined and overhauled sales team. Paul also developed OEM partnerships and GPO contracts. Under his leadership, revenue over 3 years went from \$1.2 to \$2.5 to \$6MM and the company ultimately sold for \$166MM. He also raised over \$10 million in preferred equity financing. Rapid volume increases created numerous complexities in the complete outsourcing of the manufacturing of the product, including limited sales history on which to base future manufacturing requirements. Paul managed the full range of production, including numerous component suppliers and foreign assembly. He successfully supported growing product demand, including working through the challenges of post-9/11 border controls.

SEATONHILL™

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