



**BAILEY SOUTHWELL & CO.**  
INVESTMENT BANKING

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**Bailey Southwell & Co. Represents Encore Unlimited  
in its Sale to Paradigm Outcomes**

NASHVILLE, Tennessee (October 2016) -- Bailey Southwell & Co., LLC (BSC) is proud to announce the completion of the sale of Encore Unlimited, LLC (Encore), a leader in delivering clinical expertise in both medical and vocational case management to the workers' compensation and disability markets, to Paradigm Outcomes (Paradigm), the nation's leading provider of complex medical management services. Financial terms were not disclosed.

BSC acted as the exclusive strategic and financial advisor to Encore.

Encore provides a broad range of disability management services through its national case manager network and staff of highly qualified healthcare professionals. Its customer list includes some of the largest and most well respected insurance carriers, TPAs, and self-insured employers. Through this acquisition, Encore's leading case management services are combined with Paradigm's expertise in managing catastrophic injuries to provide customers with seamless access to an expanded suite of medical management services including outcomes-focused case management services, life care planning, medical cost projections, vocational rehabilitation, and ergonomics.

"BSC has a unique understanding of our market space," noted Liz Thompson, CEO of Encore. "They uncovered the right opportunity to bring creative solutions for growth and service relevancy into the future. The BSC team was helpful in managing all aspects of a complex process unfamiliar to our group."

### **About Bailey Southwell & Co., LLC**

Bailey Southwell & Co., founded in 2005, is a privately held investment bank with offices in Nashville, Tennessee and St. Louis, Missouri. BSC provides mergers and acquisition and capital raising advisory services to middle market companies. More information about BSC can be found at [www.baileysouthwell.com](http://www.baileysouthwell.com).

### **About Encore Unlimited, LLC**

Encore Unlimited delivers a national case management presence with a local feel. Encore has a clinical staff with professional credentials and licenses, masters prepared vocational counselors and an ergonomics team comprised of occupational therapists with post graduate level ergonomic training. Services offered include medical and vocational case management, telepresence triage and tele management, expert witness, legal nurse consulting, life care planning, loss of earning capacity assessment, and ergonomic assessment and consultation. The company focuses on advocacy, care quality, return to work program development, and program enhancements. More information about Encore can be found at [www.encoreunlimited.com](http://www.encoreunlimited.com).

### **About Paradigm Outcomes**

Paradigm Outcomes provides acute and ongoing case management services for people with acquired brain injuries, spinal cord injuries, multiple traumas, amputations, burns, and chronic pain. As the nation's leading provider of complex and catastrophic medical management in the workers' compensation industry, Paradigm achieves 5x better medical outcomes and lowers total costs by 40%. Paradigm accomplishes this by bringing together nationally recognized doctors, nurses, and specialists, the best network of care facilities in the country, and 25 years of clinical data to guide decisions. More information about Paradigm can be found at [www.paradigmcorp.com](http://www.paradigmcorp.com).

*The principals of BSC, acting in the capacity of registered agents of StillPoint Capital, LLC, served as advisor to Encore. Bailey Southwell & Co., LLC and StillPoint Capital, LLC are unaffiliated companies.*

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