



---

## Bailey Southwell & Co. Represents Two Ophthalmology Practices in a Combined Transaction with EyeSouth Partners

Nashville, TN - (April 30, 2019) - Bailey Southwell & Co. (“Bailey Southwell”) is proud to announce a combined transaction involving two Tennessee ophthalmology practices: **Cumberland Eye Care** and **Plateau Surgery Center** of Crossville and **Cookeville Eye Specialists** and **Perimeter Surgery Center** of Cookeville. Both practices and their related ambulatory surgery centers have partnered with [EyeSouth Partners](#) (“EyeSouth”), an eyecare management services organization committed to partnering with leading physicians to build a premier network of eyecare services throughout the Southeast. Bailey Southwell acted as the exclusive financial advisor to both practices.

These affiliations, which were pursued concurrently, enable EyeSouth, a portfolio company of [Shore Capital Partners](#), to solidify its growth in the Southeast by entering the Tennessee market with two market-leading practices with over 20 years of experience. EyeSouth’s affiliate network consists of approximately 70 doctors providing medical and surgical eyecare services at 45 locations throughout Georgia, North Carolina, Florida, and Tennessee.

“By understanding our unique market position and desired objectives with a transaction, Bailey Southwell was able to identify EyeSouth as the right partner to enable us to continue serving the Tennessee market in the best possible manner. They also smoothly navigated all the complexities involved in advising two practices and two ASCs through a simultaneous closing,” said Dr. Stewart Galloway, founder of Cumberland Eye Care.

Terms of the transactions were not disclosed.



**BAILEYSOUTHWELL&CO**

#### **ABOUT BAILEY SOUTHWELL & CO**

Headquartered in Nashville, Tennessee, Bailey Southwell & Co. is a partner-owned investment bank focused on **middle-market healthcare and tech-enabled services businesses**. We provide **customized M&A advisory solutions** for middle-market change of control transactions and growth capital raises from \$10-\$50mm. Since our founding in 2005, our senior bankers have closed over **200 transactions representing more than \$15B in value**. We also manage Bailey Southwell Capital Partners, a **co-investment fund supporting high-growth healthcare and technology companies** with flexible capital and strategic insights to accelerate growth. View our website for further information: [www.baileysouthwell.com](http://www.baileysouthwell.com).

#### **ABOUT CUMBERLAND EYE CARE AND PLATEAU SURGERY CENTER**

Founded in 2000, Cumberland is a physician practice providing ophthalmology, optometry, and primary eyecare in the Cumberland Plateau of Tennessee. It currently has locations in Crossville, TN and Fairfield Glade, TN. More information about Cumberland can be found at: [www.cumberlandeye.com](http://www.cumberlandeye.com).

#### **ABOUT COOKEVILLE EYE SPECIALISTS AND PERIMETER SURGERY CENTER**

Founded in 2001, Cookeville Eye Specialists is a physician practice providing ophthalmology services in Cookeville, TN. Perimeter Surgery Center is a new state-of-the-art ambulatory surgery center, opened in 2018, co-located with Cookeville Eye Specialists. Perimeter is the only ophthalmology surgery center in the region.

#### **ABOUT EYESOUTH PARTNERS**

Headquartered in Atlanta, GA, EyeSouth Partners (“EyeSouth”) is an eye care management services organization committed to partnering with leading physicians to build a premier network of eye care services in the Southeast. EyeSouth’s partner practices’ clinical mission is to provide high quality medical and surgical specialty eye care. EyeSouth supports its affiliated practices and physician partners with strategic guidance, administrative resources, operating expertise, and capital with an absolute focus on clinical quality and a patient-first culture. EyeSouth’s affiliate network consists of approximately 70 doctors providing medical and surgical eye care services at 45 locations throughout Georgia, North Carolina, Florida, and Tennessee. EyeSouth is backed by Shore Capital Partners, a leading lower middle market healthcare private equity firm. For more information about EyeSouth Partners, please visit: [www.eyesouthpartners.com](http://www.eyesouthpartners.com).

#### **Contact Information:**

##### **Bailey Southwell & Co. Contact**

**Stephen Scott**

**Bailey Southwell & Co**

Managing Director

[Stephen.scott@baileysouthwell.com](mailto:Stephen.scott@baileysouthwell.com)

T: 615.800.6233



**BAILEYSOUTHWELL&CO**

**Media Contact**

**Kristin Steele**

**MiddleM Creative**

VP, Head of Client Services

[kristin@middlemcreative.com](mailto:kristin@middlemcreative.com)

T: 704.879.1754