

From Private Healthcare Investor

: <https://www.privatehealthcareinvestor.com/navimed-raises-110m-for-inaugural-fund/>

NaviMed raises \$110m for inaugural fund

Jul 14, 2015

[Grentchen Goetz](#)

Nascent private equity firm NaviMed Capital has closed its first fund on \$110 million, the firm said on Tuesday.

The firm was founded in 2011 by two former members of Carlyle's healthcare investment team, Ryan Schwarz and Brian Canann, who are now managing directors at NaviMed, along with Bijan Salehizadeh, a former general partner at Highland Capital.

Investors in the firm's debt fund, called NaviMed Partners, are predominantly institutional, according to Schwarz, with representation from large family offices and high net worth individuals. Most LPs are North American, with a few from Europe and Asia.

"Big institutions definitely have healthcare on their radar screens," said Schwarz in an interview with Private Healthcare Investor. "This is not the case where we had to go off the beaten path to find people who were interested in our strategy."

The firm invests in profitable growth companies with an EBITDA of up to \$10 million. It will focus predominantly on healthcare services – both providers and payers – and on healthcare IT companies, with a smaller portion of investments going to healthcare products businesses.

Washington DC-based NaviMed plans to use its proximity to the federal government to inform its investment decisions, said Schwarz:

“One of the most noteworthy trends in healthcare right now is that the involvement of the federal government is going up, not down. You might love that or hate it, but as a matter of policy it’s reality and it creates opportunity. So we think it’s a really good time to be a DC-based fund that has our ear to the ground in Washington in terms of where the federal government’s priorities in healthcare are going to be over the next decade and then go apply that in our investing practice.”

NaviMed has made one investment from the fund, taking a stake in healthcare risk management company Lucent Health Solutions in October 2014.

The firm has several more deals in the pipeline, with one expected to close in the next couple months, according to Schwarz.

“We’re seeing more opportunities that are interesting than we with a small team can really chase down,” he said. “It’s just a really dynamic time in the industry, so we’re spending a lot of our time picking our shots.”