

## Capability Statement

### COMPANY OVERVIEW

We're a highly specialized recruiting firm dedicated to helping match industry professionals with quality organizations. What sets us apart is our focus and determination to know our clients and develop successful relationships. We personally interview each prospective candidate and tour each company's facilities (whenever possible). We make it-a-point to know our clients. We meet them and understand what characteristics and skills are necessary to create lasting relationships. And we personally interview every prospective candidate to identify their skills, experience, personalities, and goals to ensure an appropriate job match.

### CORE COMPETENCIES

The best way to make successful matches is to truly understand all perspectives for everyone involved – both the companies' and the prospects. And that's exactly what we do at Walt Medina & Associates.

We find the right professional match in a variety of areas, including:

- Healthcare Executives and Physicians
- Registered Nurses / Nurse Managers / Directors
- Nurse Practitioners and Physician Assistants
- Occupational Health & Allied Health
- Sales, Finance, Engineering, and Diversity Professionals
- Human Resources Professionals

### DIFFERENTIATORS

#### Our recruiting services:

- Establish attention-to-detail as our guiding philosophy
- Make successful job matches by understanding all perspectives involved – both the client and the prospect
- Cultivate relationships regionally and nationally
- We utilize "Bullhorn" a recruiting software platform that is a cloud-based Customer Relationship Management (CRM) System

### PAST PERFORMANCE

**ADP, Inc.**, Physician Manager – Occupational Health, Point-of-Contact: Randall Sampson, Director-Medical Administration, (973) 974-5757

**Perahealth**, Director of Account Management, Point-of-Contact: Carolyn Scott, RN, SVP., (817) 800-6504

**Yale New Haven Hospital (YNHH) | Smilow Cancer Hospital**, Oncology Nurse Practitioner, Point-of-Contact: Julie Lamb, Sr. Talent Acquisition Partner, (203) 688-3026

# Walt Medina & Associates

*Building Companies. One Placement at a Time.*

*Veteran Owned Small Disadvantaged Business*

### COMPANY DATA

DUNS Number: 965953545

CAGE Code: 67PF0

EIN: 56-2389599

NAICS Codes: 561311, 561312, 561330, 813920, 541612,

PSC Codes: R431, R499, R699, R799, V251, V241

SAM Registration: Active

Accepting Credit Cards: No

Business Size: Small Disadvantage Business

CT – SBE / MBE

LLC Established in Connecticut in

09/01/2003

### CONTACT INFORMATION

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**Recognized as Connecticut's 2016  
Veteran-Owned Business by the U.S.  
Small Business Administration**