

# Encore Wound Care Eyes More M&A, Early Investor Talks



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**Royalton, Ohio-based mobile wound care provider Encore Wound Care has so far completed three acquisitions and expects to reach \$150 million in revenue this year.**

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**By Alex Eichenstein**

May 13, 2025 05:27 PM

**Encore Wound Care**, a mobile wound care provider based in North Royalton, Ohio, is open to early conversations with interested investors.

Encore's services range from treating skin abrasions to managing chronic, non-healing wounds. Currently, all of the company's services are insurance-based, catering to elderly patients in long-term care facilities and nursing homes.

Neall French and his partners acquired Encore in November 2022. At the time, the company was servicing about 20 long term care facilities in Northern Ohio. It has since grown to service around 250 across Ohio, Indiana, Kentucky, Tennessee and Pennsylvania, as well as North Carolina starting in June.

French, 41, and his partners own several other healthcare companies, including Bristol, Penn.-based MedArbor Diagnostics, a clinical laboratory that began Covid testing in 2020. MedArbor shifted its focus to service long-term care facilities, piquing French and his partners' interest in the wound care space.

Investors have approached Encore and the company is entertaining discussions with interested parties, but "it's early in the process," French said in an interview.

"We've had discussions, and we do continue to have discussions," he said. "At some point, it is probably something that will come to fruition or be of interest."

French expects Encore to reach \$150 million in revenue this year, he said.

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### **Business at a Glance:**

- Workforce: about 150 employees, including 80 clinicians
- Projected revenue: \$150 million (2025)
- Sentiment toward investment: open to conversations
- Geographic reach: operates in Ohio, Indiana, Kentucky, Tennessee, Pennsylvania and soon North Carolina
- Service offerings: mobile wound care services, including chronic wound treatment

- Growth strategy: organic expansion and strategic acquisitions

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The company has grown via both organic expansion and strategic acquisitions.

Over the past year and a half, Encore has acquired three smaller founder-owned wound care companies. Two of the deals were majority acquisitions in which the founders stayed on as minority partners.

Going forward, French is interested in acquiring wound care companies in new states in the central or southern regions of the U.S. with between five and 50 providers and over \$1 million in top-line revenue.

Encore is considering extending services to patients in their homes after discharge from nursing facilities. It's also open to considering different reimbursement models, including private pay.

Elsewhere in the wound care sector, Lyon, France-based investment firm **Archimed SAS** in August acquired **Irrimax Corp.**, a wound cleansing product company in Lawrenceville, Ga.

In February 2023, Mountaingate Capital Management LP-backed **BioDerm Inc.**, which now operates under the name Bravida Medical, purchased Geneva, Ill. wound care product company **Argentum Medical LLC** from **Shore Capital Partners LLC**.

TAGS      **FOUNDER- OR FAMILY OWNED**      **MIDDLE MARKET**      **HEALTHCARE SERVICES**

**\$ 50-250 MILLION**      **OHIO**      **EXCLUSIVE VALUATION**

**PLATFORM OPPORTUNITY**      **EDITOR'S PICK**

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## COMPANIES

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**Archimed SAS**    **Argentum Medical LLC**    **BioDerm Inc.**    **Encore Wound Care**    **Irrimax Corp.**

**DEALS**

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**Auction**

Encore Wound Care: 2025-05-13