



## **Nordic Acquires Bails & Associates**

The healthcare consulting firm bolsters its ERP solutions with the addition of the industry-leading Infor consulting firm

**MADISON, Wis.**, February 3, 2021 -- Today, Nordic, a top-rated healthcare consulting firm, announced its acquisition of Bails & Associates, an industry-leading ERP consulting firm that specializes in Infor solutions for customers across a variety of industries, with a concentration in healthcare. Bails will continue to maintain operations out of its headquarters in Canonsburg, Pa. and serve customers under the Bails brand, which is now part of the Nordic family of brands.

“We’re proud to welcome Bails to Nordic’s growing family of companies,” said Nordic CEO, Jim Costanzo. “Together, we’ll help solve for the complex integration challenges facing healthcare organizations. By combining Bails’ expert ERP capabilities with Nordic’s deep experience in advisory consulting, health IT staffing, and managed services, we’ll enable greater efficiencies that drive better business outcomes for healthcare organizations.”

Bails was founded by President and CEO Jamie Bails as part of the Infor ecosystem more than 25 years ago. Under Jamie’s direction, the company has grown to serve more than 1,000 clients to date worldwide in various markets including healthcare, public sector, retail, manufacturing, and strategic industries. Jamie will continue to lead the company, overseeing strategic initiatives, guiding the integration with Nordic’s healthcare consulting solutions, and providing targeted approaches to ERP implementations in these industries.

“Bails is pleased to be joining Nordic, a firm that shares our customer-first mentality,” said Bails President and CEO Jamie Bails. “From its commitment to quality to its focus on company culture, Nordic values the same priorities we do as an employer and as a partner. We look forward to tapping into our combined strengths to deliver transformational results for our clients.”

With this acquisition, Nordic will bring Bails’ ERP solutions to its current customer base of nearly 300 healthcare organizations, helping clients align their system capabilities and operational efficiencies to successfully achieve their business objectives. As an Infor Alliance and Delivery Partner, Bails’ tenured ERP consultants provide Infor/Lawson expertise in a variety of areas including implementation and upgrade service performance improvement, enablement, managed services, and migrations to V11 CloudSuite.

These offerings align with Nordic’s portfolio of healthcare consulting solutions, which, in combination with its Europe-based EHR consulting firm Tasman Global, and its Canadian healthcare consulting entity, Healthtech Consultants, it provides to customers around the world. The combined entity will now serve nearly 550 organizations globally.

Bails is Nordic’s fourth acquisition in recent years. Nordic acquired Tasman Global, a leading EHR consulting firm throughout Europe and Asia, in 2020 and Healthtech Consultants, Canada’s top strategic healthcare IT consulting firm, in 2019. In addition, Nordic acquired the revenue cycle transformation practice of The Claro Group in 2018, complementing Nordic’s offerings with robust revenue cycle solutions for its healthcare customers.