



« Pictured: (l to r) Chris Bitler, Managing Partner and COO; Michael Draa, CEO; Doug Fenstermaker, Managing Partner and EVP, Healthcare

experience in large hospitals and health systems across the country.

Warbird's Advisory Practice focuses on companies undergoing significant event-driven change resulting from M&A, restructurings, and capital market events.

"Our employees didn't grow up in a consulting firm; they came from the industry sectors that they now consult in," Draa says. "Many of our consultants have sat in the same seats as our clients in similar situations."

Warbird has such an uncommon level of methodology that other firms struggle to compete. For this reason, the firm benefits greatly from symbiotic referral relationships with trusted advisors, including many in the Big Four accounting network.

Not Your Average Consulting Firm

A unique business model, industry-experienced consultants, and a service-centric culture put Warbird Consulting Partners in a league of its own.

Like many startups, Warbird Consulting Partners was launched with a smart business plan, a little bravery, and a lot of hope. But unlike most startups, the firm grew to become a multimillion-dollar company with over 140 employees in just three and a half years.

That kind of success isn't coincidental.

"From the very beginning in 2012, we've refused to be average," says Michael Draa, CEO of the firm that managed over 150 engagements in 2014 across 38 states and multiple

countries. "Everything from our financially focused business model to our culture to our referral relationships uniquely differentiates us from your typical consulting firm."

Strength in Diversity

Warbird offers a wide range of financial, accounting, and IT solutions across three core practices: advisory, healthcare, and government.

For each project, teams are custom-built based on relevant subject matter expertise and are rapidly deployed in time-sensitive situations. "We had a

government client who needed a consultant with experience in cattle ranch banking, and we found someone," Draa says. "We hire people who look for better ways of doing things, and we focus on training to create a culture of communication, authentic leadership, and driving results."

The typical Warbird consultant has more than 20 years of experience in his or her related field. In the highly esteemed Healthcare CFO Consulting Network, each of the 10 former CFOs has more than 30 years' on-the-ground

Investing in Others

Whether building into employees, catering to clients, or giving back to the community, Warbird centers its culture on serving others.

Since the company's inception, several million dollars have been invested back into the business to expand its solution capabilities at the expense of shareholder profits. Every step is strategically calculated with a vision of creating a company that fills a unique and lasting niche in the marketplace.

"We set out to build something that was not your average consulting firm," Draa concludes, "and that's what we've done."

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