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FOR IMMEDIATE RELEASE

LBMC Technology Industry Leader Aaron Hale Identifies Seven Critical Blind Spots for Private Equity Leaders

Expert Highlights Hidden Risks Impacting Value Creation in PE-Backed Tech Deals

Nashville, Tenn. – (Oct. 2, 2025) – As private equity investment in technology and healthcare IT accelerates into the fall of 2025, [Aaron Hale](#), Shareholder and Technology Industry Leader at [LBMC](#), has issued a call for investors and executives to widen their lens on value creation. Hale, who works closely with private equity-backed technology and software organizations nationwide, says that while financial diligence remains foundational, it is no longer sufficient to safeguard enterprise value.

“These aren’t just box-check alarms — they’re the fault lines where deals can crack,” said Hale. “If we want to lead, our lens must be wider — regulatory, operational, economic, and ultimately, cultural. That’s how we safeguard value and deliver returns that last.”

Seven Things Private Equity Leaders Should Be Watching in the Tech Space — But Aren’t Hearing Enough About

1. Product–Finance Misalignment

High-growth companies often scale engineering faster than [finance](#). Outdated reporting and manual processes are leading to distorted valuations, revenue recognition issues, and covenant risks. You don’t scale with spreadsheets.

2. Cyber Resilience Over Mere Readiness

Investors ask for [cyber](#) policies, but few test recovery speed. In healthcare and SaaS models, the cost of a breach is existential — not just financial.

3. Culture and Leadership Continuity Under Pressure

Post-close talent drain and founder fatigue are turning integration into a top-line risk. Culture isn’t soft — it’s structural.

4. Healthcare Regulatory Backlash

State and federal scrutiny of PE ownership in [healthcare](#), including California’s SB 351, is shifting from noise to structural headwinds. Early structure planning is now imperative.

5. Operational Value Over Leverage

With capital costs rising, [PE firms](#) are leaning on operational velocity and AI-driven execution to drive returns. Financial engineering alone no longer delivers.

6. Hidden Economic Ripple Risks

Trade policy and geopolitical shocks are creating second-order impacts across supply chains, cost structures, and growth forecasts. Traditional models aren't stress-testing these ripple effects.

7. AI Risk & Disclosure Gaps

[Generative AI](#) is infiltrating business models, but disclosures remain vague. SEC scrutiny is growing, and incomplete risk reporting could derail diligence or exits.

Why It Matters Now

Middle-market CEOs and private equity firms — particularly those in healthcare IT, SaaS, and tech-enabled services—face an investment environment that demands sharper diligence and integrated expertise. Hale emphasizes that firms able to align product, people, and platforms with financial narratives will be best positioned to weather uncertainty and capture outsized returns.

To learn more about how LBMC supports private equity-backed technology companies in navigating risk, aligning strategy and accelerating value creation, contact Aaron Hale at aaron.hale@lbmc.com or visit LBMC's [Private Equity Services](#) or [Technology Industry](#) pages.

About Aaron Hale

Aaron Hale is Shareholder and Technology Industry Leader at LBMC, a top 40 professional services firm nationally and one of the Southeast's largest accounting and advisory firms. With deep experience guiding private equity-backed technology and healthcare organizations, Hale advises on audit, assurance, M&A readiness, and strategic value creation.

About LBMC

LBMC is the #1 Tennessee-based professional services firm serving more than 11,000 clients nationwide with diverse needs across a spectrum of industries. Primary client groups include privately-owned and private-equity-backed middle market companies in the healthcare, manufacturing/distribution, real estate, and technology spaces. LBMC leverages advanced business intelligence and AI technologies to drive growth, efficiency, and strategic insights for our clients. Founded in 1984 as a traditional accounting firm, LBMC today is an industry leader in audit, tax, advisory, technology, human resources, and wealth advisory services for businesses and individuals. LBMC has more than 1,000 team members, with offices in [Nashville](#), [Chattanooga](#), [Knoxville](#), and [Memphis](#), Tennessee; [Louisville](#), Kentucky; and [Charlotte](#), North Carolina and remote offices. For more information on LBMC's experts and comprehensive services, [visit our website](#) or call 615-377-4600. [Discover career opportunities](#) and learn more about how LBMC's services and culture can support your business goals. Connect with us on [LinkedIn](#) for the latest insights on talent, client engagement, and business growth.