

**Orlo “Spike” Dietrich**  
Operating Partner  
The Ansley Capital Group

Orlo “Spike” Dietrich joined Ansley Capital Group as an Operating Partner in 2005.

Prior to joining Ansley Capital, Spike owned and operated a consulting business working with small to mid-size healthcare companies, providing strategic, operational, and business development services, including serving on the Boards (often as Chairman) of the portfolio companies of several venture capital groups.

Before launching his consulting business in 1998, Spike worked in a series of senior executive roles that began when he founded Burgett & Dietrich (B&D) in 1985 and served as its CEO. B&D was a pioneer in the development of fully integrated community delivery systems, serving the needs of large self-funded employers.

From 1985 until 1992, Spike and B&D developed and managed over 140 managed care networks in 33 states, representing over 40 of the Fortune 500, including Emerson Electric, Whirlpool, Kellogg, Campbell Soup, Weyerhaeuser, and Georgia Pacific. To support the management of these networks B&D developed a Third-Party Administrator (TPA), a population health management subsidiary, a workers compensation subsidiary, and a data integration/data warehouse subsidiary designed to provide decision support data analytics.

In 1992, Spike merged B&D with a number of independent TPAs owned by a major private equity firm, and created CoreSource, one of the largest TPAs in the country with 24 offices and 1500 employees. Spike served as the COO of CoreSource and continued to lead CoreSource’s managed care efforts.

In 1996, CoreSource spun out B&D and sold it to CNA Insurance, where it became CNA HealthPartners. Spike ran CNA HealthPartners as its CEO until 1998, when he left to form his consulting practice.

Prior to founding B&D, Spike spent 11 years with Baxter Healthcare Corporation, which he joined in 1974. At Baxter, Spike developed and implemented a workers’ compensation management program, developed, and taught labor relations training programs to all domestic manufacturing facilities, and developed and implemented a community-based managed care program for Baxter’s domestic manufacturing facilities which replaced the existing employee benefits program.

Before joining Baxter, Spike spent five years as a pilot in the United States Marine Corps. Spike holds a BA from the University of Arkansas and a Commercial Pilot’s License.