



DESRA GROUP

SECURING MISSIONS. MANAGING RISK. DELIVERING TRUST.

LEADERSHIP · TECHNOLOGY · GROWTH



CASE STUDY

Building Leadership, Technology & Operating Capacity for 5X Growth

How Desra Group helped a Medicaid-funded behavioral health organization move from reactive owner-operator management to a scalable, multi-location operating platform.

Embedded leadership, technology, talent, and operating systems—built around the mission and the next stage of growth.

OVERVIEW

From Owner-Operator Bottlenecks to a Scalable Growth Platform

THE SITUATION

A Medicaid-funded behavioral health organization in New Mexico had strong demand and a meaningful mission, but its leadership structure, operating systems, and technology had not kept pace. The owner was carrying too much of the day-to-day operation, while staffing pressure, process gaps, and limited visibility slowed execution.

THE MANDATE

The organization needed more than advice. It needed an embedded executive partner who could stabilize operations, build leadership capacity, implement systems, strengthen the workforce, and create the foundation for multi-location and multi-state expansion.

5X

REVENUE GROWTH

12

MONTHS TO 5X

800K → 5M

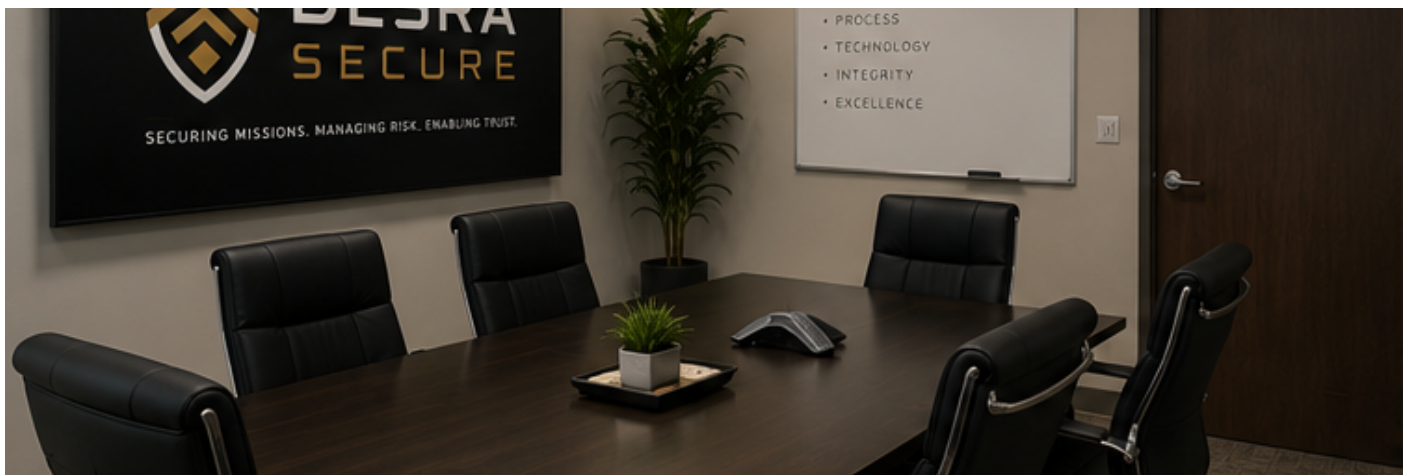
ANNUAL REVENUE

ONE SHARED SITE → MULTIPLE LOCATIONS · 8 CONTRACTORS → 40 STAFF · 10 PARTICIPANTS → 50-60

THE ENGAGEMENT

Leadership, systems, and execution working together

Desra Group worked alongside the owner and leadership team to establish priorities, strengthen accountability, make critical decisions, improve workflows, and build the operating capacity required for continued expansion.



A practical operating environment where people, process, and technology support execution together.



APPROACH & OUTCOMES

What We Did—and Why It Worked

Leadership & Operating Structure

Desra Group became an executive operating partner to the owner, creating clearer priorities, decision rights, ownership, and operating cadence.

Growth & Expansion Support

The organization moved from one shared location to multiple dedicated spaces and began preparing for multi-state expansion.

Technology & Process Improvement

Desra Group implemented an HRIS and electronic medical-records system, improved onboarding, and strengthened administrative and cybersecurity foundations.

Embedded Operational Leadership

Desra Group helped build executive, HR, clinical, compliance, housing, and operations leadership around the owner.

MEASURABLE OPERATING IMPACT

40 STAFF

50–60 PROGRAM CAPACITY

MULTI-SITE OPERATIONS

KEY TAKEAWAYS

- Growth requires leadership capacity and operating discipline—not demand alone.
- Technology creates value when it improves visibility, onboarding, accountability, and execution.
- Expansion becomes more reliable when people, processes, and systems are strengthened together.

“Dalton came onto our team and helped us scale up in a major way, taking on a lot of the operational work in a very complex business.”

CLIENT LEADERSHIP · NEW MEXICO

Ready for the next stage of growth?

Strengthen leadership, technology, talent, and operating capacity.

[DESRAGROUP.COM/START](https://desragroup.com/start)

EXECUTIVE LEADERSHIP

Leadership Built for Execution


DALTON YOUNG

Founder & CEO, Desra Group

Dalton partners with owners and executive teams in regulated environments to strengthen leadership, build operating capacity, implement technology, develop talent, and prepare organizations for sustainable growth.

His approach is hands-on and execution-focused: clarify the mission, build the structure, place the right people, improve the systems, and help leadership make the decisions required for the next stage.

MISSION-DRIVEN EXECUTION
DESRA GROUP

Leadership, technology, and governance, risk & compliance support for regulated environments. Desra Group is a prime contractor, federal subcontractor, and teaming partner to defense primes and the defense industrial base, while also serving Florida state and local agencies across Central Florida.

HUBZone — Pending · 100% U.S. Owned Small Business

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CONTRACTING & REGISTRATION
UEI

H41VZPB8SXN8

CAGE

23F41

DUNS

13-196-7319

FEIN

99-2915232

NAICS — PRIMARY

541519

Other Computer Related Services

NAICS — SECONDARY

541690 · 561320 · 541611 · 541612

541512 · 561311 · 541990

Build the capacity to execute and grow.

Leadership · Technology · Talent · Growth

DESRAGROUP.COM/START