



**As the health care industry undergoes rapid consolidation, it is imperative that provider organizations make informed and sound financial decisions in order to grow and expand strategically.**

**By identifying growth opportunities, key value drivers and compliance issues early in the mergers and acquisitions process, we help our clients save time and money and safeguard against future regulatory problems.**

SullivanCotter's business valuation services support health system executives, legal counsel and business development professionals in making informed acquisition decisions. Our approach integrates physician compensation and business valuation expertise, proprietary market intelligence and data as well as a fluent knowledge of the evolving regulatory environment.

### **Our comprehensive business and practice valuation services include:**

- Strategic guidance for health care entities including, but not limited to:
  - Medical Groups
  - Ambulatory Surgery Centers
  - Diagnostic Imaging Centers
  - Home Health and Urgent Care
  - Cancer Centers
  - Behavioral Health and Rehabilitation Hospitals
  - Dialysis Companies
  - Health Care Start-Ups
  - Joint Ventures
  - Health Plans and Managed Care Companies
- Fair market value opinions
- Fixed asset valuation
- Intangible asset valuation – certificate of need, brand valuation, non-compete agreements
- Transactional due diligence
- Strategic support and advisory services
- Financial modeling and pro forma development
- Appraisal testing and review – third-party validation and critique