

Recent Client Success: Specialized Healthcare Claims Management Company



Services Offered

- Dialysis Claims Consulting
- Cancer Management Consulting
- Clinical Underwriting Consulting
- Claims Predictive Analysis
- Air Ambulance Claims Management
- Contract Negotiation Services
- Transplant Claims Management
- Risk Management
- Plan Document Review

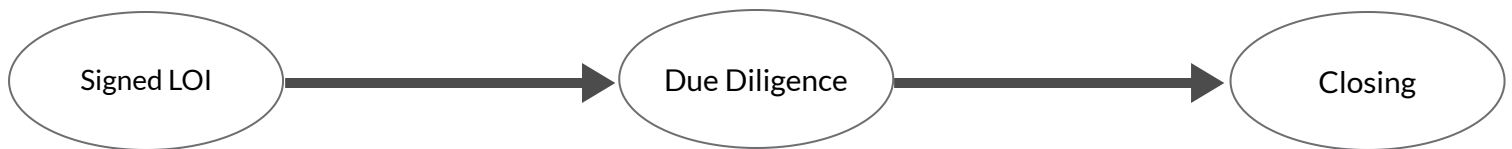
Overview: Our client had operated the Company for over 13 years as the 100% equity owner. He had an interest in stepping down while staying involved as an advisor/consultant. At the time ASA engaged with our client, his son had stepped up as President of the Company. Our client and his son had built a technology platform they believed set them apart in their market. The goal was to have our client gift a portion of his equity to his son, sell most of his equity to a partner that could help scale the business via the technology platform, and keep a very small piece of his equity.

Years in business: 13+
Employees: 15+
Industry: Healthcare
Ownership: Single Owner (1 Entity)
Buyer Type: Strategic / Private Equity

Outcome: ASA was able to find the right partner to complete all of our clients' goals. The transaction closed at a higher valuation than he and ASA had expected and the buyer is now implementing actions to scale and bolster the Company via the technology platform.

Timeline

120 Days



- Signed after negotiations with 4 other parties that submitted offers, this was all about finding the perfect buyer at a high valuation.

- Due diligence included legal, financial, HR, market research, employment, operating, and purchase agreement negotiations, etc.

- In closing this transaction ASA had to find a very particular buyer given the specific goals of our client.