

# Recent Client Success: Healthcare Accreditation & Compliance Systems Consulting Company



## Services Offered

- Remote Survey Technology
- Accreditation Support
- Compliance Consulting
- Adverse Decision Response & Recovery
- Stroke Certification Assistance
- Post Survey Response
- Mock Surveys
- Environment of Care Reviews
- Survey Readiness
- Onsite & Remote Education

**Overview:** Our client had owned and operated the Company for over 6 years as the 100% equity owner. It was a unique case, in that the owner had worked in the Company for over 10 years prior to that. Over the years they showed interest in ownership, and eventually bought out the owner about 5-7 years prior to selling it. Under our client's ownership the Company grew at a steady pace, mainly through word of mouth, both with new employees as well as through gathering market share.

**Years in business:** 20+  
**Employees:** 19+  
**Industry:** Healthcare  
**Ownership:** Single Owner (1 Entity)  
**Buyer Type:** Strategic / Private Equity

**Outcome:** Our client's goal was to put the burden of ownership behind them, expedite growth, and slowly ease into their retirement with a partner who shared the same outlook. Our team at ASA listened and located an ideal partner who did just that for our client.

## Timeline

94 Days



- Signed an LOI early on with an unprecedented acquirer. The match could not be better, and our client felt it from the first meetings.

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

- In closing this transaction, ASA worked around several holidays and the process was smooth with added benefits for both sides