

# Recent Client Success: Niche Healthcare Facility Services Company



## Services Offered

- Medical Equipment Planning
- New Healthcare Facilities Planning
- Existing Facilities Planning
- Project Management
- Facility Activation
- Medical Process Design
- Facility Transitioning
- Medical Process Implementation
- Consulting

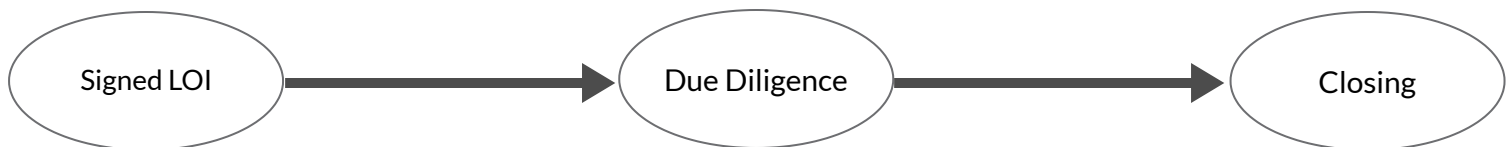
**Overview:** Our client had operated his Company for over 15 years as the 100% equity owner. He had an interest in materially growing his business to become a leader in his market as well as diversifying his equity risk. ASA worked with our client and determined selling a majority of his Company to the right partner would accomplish his goals. ASA brought a trusted buyer to our client that specializes in growing healthcare companies. Since completing the sale, our client has completed 1 add-on acquisition and is very pleased with his new partner.

**Years in business:** 15+  
**Employees:** 45+  
**Industry:** Healthcare  
**Ownership:** Single Owner (1 Entity)  
**Buyer Type:** Strategic / Private Equity

**Outcome:** A highlight of this transaction was ASA told our client what value to expect before our client engaged us and this was almost exactly the value his Company was sold for. Our client was pleased ASA did everything we said we would do for him.

## Timeline

115 Days



- Signed after negotiations with 4 other parties that had submitted offers, the right partnership and culture fit was important here.

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

- This Company sale closed about 6.5 months after first engaging as a client. It was a very clean sale process.