

Recent Client Success: All-Inclusive Home Health Care Services and Franchising Company



Services Offered

- Companion Care
- Personal Home Care
- Private Duty Skilled Home Health
- Medicare Skilled Home Health
- Non-Medical Transport
- Hospice Care
- Durable Medical Equipment (DME)
- Home Care Staffing
- Franchising
- Consulting

Introduction:

Our client had operated the Company for over 15 years as the 100% equity owner. He had an interest in diversifying his equity risk by selling a majority of the business. He also wanted a partner to help grow his existing business and newly established franchising division of his Company. ASA helped our client prepare for a sale by helping him update systems and bolster his accounting department. The complexity of this transaction included selling two entities at once, which meant ASA managed over 100 document negotiations all the way to closing.

Years in business: 15+

Employees: 50+

Industry: Healthcare

Ownership: Single Owner (2 Entities)

Buyer Type: Strategic / Private Equity

Outcome:

After negotiations with many buyers, we and our client chose one based on valuation and partnership. He sold a majority of his Company to a financial buyer that had an expertise in partnering with home healthcare businesses.

Timeline

63 Days

Signed LOI

Due Diligence

Closing

- Signed after negotiations with 7 other parties that had submitted offers, creating an ideal market for the client.

- Due diligence for 2 entities included legal, financial, HR, market research, and employment, operating, and purchase agreement negotiations, etc.

- Closing a transaction of this magnitude took the ASA team over 1500 man hours from start to finish.