

THE CLIENT

Strong Multi-Site Medical Imaging Provider in the South East

SERVICES

Sales & Acquisitions

Operational Assessment

Valuation

Market Analysis

Competitor Analysis

THE CHALLENGE

- 1) Improve Operational Efficiency
- 2) Sell the Enterprise - Confidentially

Analyzing the 12 facilities, Regents identified operational changes resulting in a 20% improvement in EBITDA. Included was the acquisition of a local competitor prior to taking the business to market.

THE SOLUTION

- Operational Evaluation and Assessment of the Enterprise
- Valuation & Due Diligence on all financial and business aspects of the Enterprise: Market and Competitor Analysis
- Valued and advised on the acquisition of competitive location - acquired at an 18% discount to the valuation
- Developed a 130 page Comprehensive Information Memorandum - delivered to over 50 potential buyers
- Presented multiple qualified offers to the Enterprise ownership

THE PAY OFF

- ✓ The roll-up acquisition strategy and 20% EBITDA improvement resulted in several million dollars of improved value realized in the quality of offers presented.
- ✓ A buyer / partner was selected and Regents advised negotiations and closing resulting in the sellers achieving 100% of the planned sales price while retaining significant equity ownership.