

THE CLIENT

Small Midwest Radiology Practice: A well established radiology group made a strategic decision to dissolve their practice necessitating the sale of their Imaging Center.

SERVICES

[Sales & Acquisitions](#)

[Valuation](#)

[Market Analysis](#)

[Competitor Analysis](#)

COMPLETION TIME

Less than 90 days

THE CHALLENGE

- 1) Identify qualified buyers
- 2) Keep the sales confidential
- 3) Close as soon as possible

THE CENTER

Included Diagnostic Radiology, CT, Ultrasound, Mammography, Dexa and Fluoroscopy. A confidential marketing package was created that included Regents' valuation of the Center, a professional quality brochure, historical and projected financial and utilization information and market & competitor information related to the Center's service area.

THE PAY OFF

- ✓ Six Letters of Intent were presented giving the Seller an opportunity to choose the best buyer.
- ✓ The Seller's time and legal expense was minimized through the use of Regents' templates and ownership of the process negotiating and managing all aspects of the closing while working with both parties' legal & financial counsel.
- ✓ The transaction was closed in less than 90 days from Regents' engagement by the Client.
- ✓ Sold the Center for \$1.2 million more than the valuation, earning the sellers 5.5x EBITDA.