

THE CLIENT

Northeast Medical Imaging
Provider

SERVICES PROVIDED

Joint Venture Planning

Valuation

Market Analysis

Competitor Analysis

Acquisition Negotiation of Imaging
Centers and Physician Practice

THE CHALLENGE

Regents was contracted to confidentially identify acquisition targets in specified geographic regions on the east coast. Regents accessed its comprehensive imaging center database to identify possible centers that met the client's criteria. Surveys of centers that met the client's needs were conducted. Several potential acquisition opportunities were identified by written and telephone interviews.

THE SOLUTION

- Confidential discussions were entered into with the target ownership group to understand their financial and operational needs in order to sell the centers.
- Regents performed a valuation and due diligence on all financial and business aspects of the centers.
- A market and competitor analysis of the service area were conducted.
- The regulatory issues (CON state) were reviewed to ensure that the CON was valid and that a transfer would be approved.
- Initiated Joint Venture discussions with the radiology group to ensure continuity of services.
- Operationally evaluated the centers and made recommendations to the client as well as conducted negotiations with the sellers on the client's behalf.
- Involved in the process of negotiating with the seller's attorney and the buyer in coordinating the successful closing of the transaction.

THE PAY OFF

- ✓ In process to acquire three centers in a metropolitan area that meets their objectives.
- ✓ Identified two additional acquisition opportunities for this client as well.