

MERGERS AND INTEGRATION

BRG Healthcare professionals provide a deep industry knowledge and various functional skills to assist healthcare providers, health plans, and other market participants with the strategic evaluation and execution of healthcare transactions for go-forward optimization and value creation. Our objective is to minimize risk and maximize value. Our approach is focused on helping our clients de-risk and accelerate the transaction during the pre-close period, stabilize and integrate during the first 100 days, and drive synergies and optimize value for the longer term.

BRG Healthcare is the firm's largest industry practice. Modern Healthcare recently ranked it the sixth largest healthcare management consulting firm.

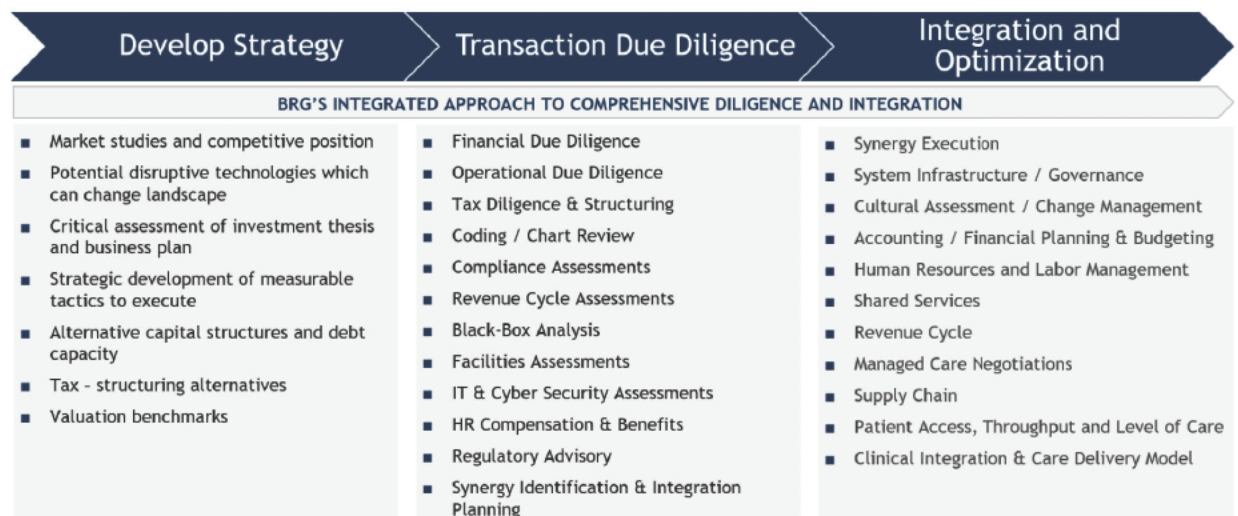
As one advisor, BRG brings speed and certainty to the transaction lifecycle. Our team can provide all your due diligence and transaction needs.

Mergers and Acquisition Integration

The first 100 days are crucial to establish a credible and believable course in the eyes of the merged organization and the people delivering care to patients. From both the investor and target's perspectives, this time can be filled with uncertainty and concern. It is critical to manage the integration process with a calm hand and a clear direction to minimize disruption of current operations while purposefully developing the vision for the integrated organization. BRG professionals can assist organizations at the pre-close, days 1 to 100, or post-100 days' stages to optimize the value of the transaction as quickly as possible.

Supporting Across the Transaction Lifecycle

With the proper integration planning approach, organizations can expect financial results that are far greater than what each could have achieved without joining forces. During the pre-close phase, BRG professionals can help develop an initial integration road map and identify achievable synergy opportunities to be realized throughout the integration. BRG can help integrated organizations form a vision that is clear, concise, and executable, and combine that with a carefully contemplated strategic communications plan.



Strategy Development

- Market studies and competitive position
- Potential disruptive technologies that can change landscape
- Critical assessment of investment thesis and business plan
- Strategic development of measurable tactics to execute
- Alternative capital structures and debt capacity
- Tax – structuring alternatives
- Valuation benchmarks

Transaction Due Diligence

- Financial due diligence
- Operational due diligence
- Tax diligence and structuring
- Coding/chart review
- Compliance assessments
- Black-box analysis
- Facilities assessments
- IT and cybersecurity assessments
- HR compensation and benefits
- Regulatory advisory
- Synergy identification and integration planning

Integration and Optimization

- Synergy execution
- System infrastructure/governance
- Cultural assessment/change management
- Accounting/financial planning and budgeting
- HR and labor management
- Shared services
- Revenue cycle
- Managed care negotiations
- Supply chain
- Patient access, throughput, and level of care
- Clinical integration and care delivery model

For further information, please contact:



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About BRG Healthcare

BRG Healthcare is the firm's largest industry practice. Modern Healthcare recently ranked it the sixth largest healthcare management consulting firm.

BRG Healthcare works with organizations to thrive under uncertainty and disruption, with services that help clients anticipate their markets, capitalize on opportunities, and become more practical and agile. Our practice provides clients with extensive industry expertise combined with data-driven, objective, and innovative approaches to their most complex problems.



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