



Selling an Interest in Your ASC, Endoscopy Center or Professional Practice?

Merritt Healthcare Advisors is the leading provider of merger and acquisition (“M&A”) advisory services for surgery centers, physician practices and ancillary service providers, having completed more than \$1 billion in healthcare transactions across the US since 2005.

Merritt is unique among the advisor community because we have both transactional and operational expertise. As the only M&A advisory firm with active clinical operations, Merritt Healthcare Advisors has an unmatched perspective when it comes to obtaining optimal valuation for our clients.

“ *Merritt’s industry knowledge, strategic relationships and disciplined methodology helped guide our group through the entire sales process seamlessly in an increasingly complex market* -Samuel J. Beran, MD, MBA, FACS ”

In an era of increased competition, shifting marketing dynamics, declining reimbursements and a heightened emphasis on costly technology, Merritt Healthcare Advisors helps clients realize the true value of their asset, source relationships of strategic value and ultimately manage the process of achieving a successful transaction.

Principals of Merritt Healthcare Advisors are licensed investment banking agents registered with Burch & Company, Inc. Securities offered through Burch. Merritt and Burch are not affiliated entities. Testimonials presented do not guarantee future results or success.

The Merritt Healthcare Advisors Difference

Extensive Relationship Network

Our leadership team has cultivated an extensive relationship network with key leaders in the industry. These contacts include all major strategic buyers, hospital/health systems and the private equity community. Our senior partners leverage these relationships and work directly with clients to facilitate successful transactions between motivated buyers and sellers in an increasingly complex market.

Proven Track Record

Merritt Healthcare Advisors has overseen more than \$1b in transaction value in the past ten years. Our team of industry experts maximizes value to negotiate the best transaction possible and serves as a partner in our clients' success.

Experience Matters

Experience matters. Selling your ASC, practice or affiliated business requires in-depth knowledge that only can be acquired from working in this industry. Without the benefit of significant expertise with transactions and buyers, you handicap your chances of obtaining the best financial and non-financial terms for your business.

The transaction process is extremely complex, and the buyers you will negotiate with have enormous expertise, which they use to their advantage. Don't put yourself in the position where you are uncertain where and how to push each buyer, whether for financial or non-financial terms.

Unique Insider's Perspective – Operational and Transactional Expertise

Merritt is the only M&A advisory organization that owns and operates a large network of surgery centers. In addition to having transactional expertise, we have a unique in-depth 'operators' understanding of the ASC business which allows us to optimize your business before we market the facility. We are able to identify and address expense, staffing and operational issues before a sale. As an operator, we have credibility with buyers and can effectively represent a facility on a pro forma basis, resulting in a substantial valuation based on actual and projected earnings.

We utilize our expertise in analyzing the operational, clinical and financial aspects of our client's business, identifying deficiencies and applying corrective measures designed to maximize value. At the same time, we put together a detailed Confidential Information Memorandum (CIM) that is used as the basis for presenting your business in the optimal light. We then market the opportunity to the most qualified, likely buyers and use our experience as advisors to help negotiate the absolute best holistic deal. By choosing Merritt Healthcare Advisors, you can rest assured that you have experienced, high-quality representation throughout the entire process.

You Only Get One Chance – *Make it Count*

Owners typically only go through this process once, and the fact that it's our sole focus ensures that by working with Merritt Advisors, you'll end up with the best possible result.