

PRIMARY CONTACTS

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SPECTRUM
VISION PARTNERS

Long Island, NY
November 2017
Ophthalmology service organization



Dallas, TX
July 2015
Dental service organization

DDS Lab

Tampa, FL
June 2014
Dental lab

HEALTHCARE OVERVIEW

DESIRED CHARACTERISTICS

- Compelling value proposition
 - Across patients, payors and/or providers
 - Measured through lower costs, better outcomes and/or improved access
- Differentiated model / offering
- Strong local market or competitive position
- Attractive reimbursement / pricing profile
- High-integrity team and mission-driven culture

THEMES

- Beneficiaries of:
 - Demographic trends
 - Healthcare system trends, including:
 - Outpatient and/or hospital outsourcing
 - Consumer-driven healthcare
 - Wellness and prevention
- Innovative models / offerings with penetration opportunity
- Multi-site operators with local market scale-building benefits

TARGET SECTORS

- Alternate site services & retail medicine
 - Animal health
 - Behavioral health
 - Urgent care
- Contract manufacturing
- Medical & dental niche products
- Outsourced services
- Pharma services & distribution
- Practice management
 - GI, Urology and ENT
 - Primary care
 - Radiology
 - Women's care
- Revenue cycle management