

PRIMARY CONTACTS

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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
- Business adept and mission-driven management
- High-integrity team and 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 and retail medicine
 - Animal health
 - Behavioral health
 - Convenient care
 - Dental
 - Outpatient physical therapy
- Contract manufacturing
- Emergency medical services
- Medical & dental niche products
- Outsourced services
- Practice management & staffing
- Revenue cycle management