



Maxwell Healthcare
Associates

Mergers & Acquisitions

We deliver expertise to all phases of the M&A process, making it a one-stop shop for an efficient and successful transaction.

With regulations constantly evolving and consolidation ever-present in the home health and hospice space, parties looking to invest, buy or sell in the industry need to ensure they partner with experts who bring post-acute specificity to the transaction. To that point, for best results, the specificity needs to go beyond industry generalities. For the best outcome, partners must bring hands-on understanding and expertise that spans home health and hospice EMRs, operations, billing and clinical understanding.

Real solutions are tailored. Our team provides affordable, comprehensive and customized post-acute care consulting services that are scalable to your company's unique needs.



Who

PE groups looking to invest in the post-acute space. Home health and/or hospice agencies to buy or sell.



What

MHA's unparalleled industry experience and invaluable connections ensure best results for home health and hospice M&A brokerage, due diligence, and integration.



Why

While many M&A firms specialize in healthcare, few focus solely in home health and hospice. Fewer still bring the breadth and depth of industry knowledge and relationships that MHA can.



Result

Faster synergies. Better returns.



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Provide Comprehensive Analyses to Identify All Opportunities and Risks of the Acquisition Target.



Mergers and Acquisitions

MHA Specialize in Three Areas of M&A Expertise

Brokerage: With access to exclusive agency Medicare analytics, plus industry relationships that span decades, MHA has the insider knowledge to facilitate an unrivaled brokerage process that sets a solid foundation for the transaction's long-term success. From the buyer's side, MHA has an ear to the ground and knows which agencies may be interested in selling. MHA analyzes those potential investments based on your goals, the agency and the market. From a seller's side, MHA brings the industry expertise and relationships to optimize partner agencies and what attracts the right buyers.

Due Diligence: MHA's due diligence process is centered around data and analytics. MHA digs into the data and then conducts a complete review of an agency's technology, operations, clinical processes and more to produce a thorough report that includes action items for integration. We don't stop at a diagnosis. We also provide the treatment plan.

Integration: Some estimate that more than 70 percent of deals fail to achieve the expected value -- it's typically due to poor post-merger integration. Buyers and investors need a team on board that can swiftly pinpoint and execute synergies. Our team completes an operational assessment that considers everything from filed staff to wage standard assessments and ensures efficiencies quickly and thoroughly.

Results

MHA will ensure you reach productivity more quickly and will provide you with the data to prove it.



People. Process. Technology.

