

FOR RELEASE

SummitPoint Management LLC Teams with Healthcare Start-Up: aThirdViewMedical, LLC In Direct Response To Developing Risks To Affordable Care Act (ACA) Compliance October 1, 2013

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Healthcare Merger & Acquisitions

It is safe to say that healthcare is never been a greater state of flux than it is today. Healthcare reform, the Sustainable Growth Rate (SGR) extensions, myriad overlapping mandates and declining reimbursement have created a growing number of mergers, acquisitions and divestitures for physicians' practices.

Transaction Advisory | Operations Due Diligence | Post-Merger Integrations

There are many strategic rationales for making a business acquisition or merger; diversifying into new specialties; growing an existing market segment; entering a fast growing adjacent market segment; increasing market share; improving margin; adding capacity; filling technology gaps; defense against a powerful competitor.

Market Position	Payer Contracts	Industry Reputation
Geographic Presence	Management Strength	Key Talent
Financial Strength	Cost Structure	Hospital Affiliations
Prospects for Growth	Synergies	Technology

Acquisition targets will be evaluated and screened based on criteria developed jointly by you and your team. A Third View Medical brings the expertise that many large businesses enjoy to you to help to define a clear acquisition or divestiture strategy for your organization, directly linking revenue growth and operating strategies.

Successful target identification and approach is a methodical process involving: clear definition of the organization type; identification and evaluation of existing/ new practicing players; screening to identify attractive target practices, and; selection of target practices for approach.

When advising sellers, we coordinate, facilitate, and orchestrate the appropriate sales process with qualified buyers while maintaining confidentiality and maximizing stakeholder value. We emphasize confidentiality, diligent research, discretionary marketing, sophisticated deal structuring, effective negotiation, and support the entire process to closing.

Michael Sarlito is President/Founder of SummitPoint Management LLC & Co-Founder of aThirdViewMedical LLC. SummitPoint Management LLC is a management consultancy specializing in M&A and investment operations due diligence, optimization of operations, business turnaround, performance improvement and value enhancement including conduct of risk assessments for business start-ups. Michael co-founded SummitPoint Management in 2002 and is currently serving as Managing Partner in delivering specialized M&A due diligence and transaction advisory services primarily to the financial community & now aThirdViewMedical LLC.



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