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SummitPoint Management LLC and aThirdViewMedical, LLC Present: Webinar: If You “Follow The Money”, Where Is The Healthcare Industry Headed? March 18, 2014

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Today's Industry Expert



Michael Sarlitto is a principal and co-founder expert of A Third View Medical, a management consultancy providing healthcare-related acquisition & divestiture strategies, operations, marketing, technology/data, and financial services. His expertise includes:

- Business valuation & margin/value enhancement
- Restructuring & turnaround
- M&A transaction advisory & due diligence
- Post-merger integration
- Strategic planning and growth strategies
- Operational risk assessments
- Continuous improvement initiatives
- Change management, lean & quality improvement
- Business development & market expansion
- Marketing, trends & new product introduction
- Channel development & competitor assessments



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If You “Follow the Money,”
Where is the Healthcare
Industry Headed?

Presented by
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March 18, 2014
12pm EST
11am CST
10am MST
9am PST



Questions for Today

- 1) What are the “Top 10” general industry trends you see from an investor perspective?
- 2) How would you describe the current healthcare industry investment environment?
- 3) Based on these trends, are there any “hot” sectors from an investment perspective?
- 4) How can we better understand the “investment” lens viewing the healthcare industry?
- 5) What current issues and those on the horizon pose risks to maintaining investment market value?
- 6) How can providers, investors, and payers assess options for securing a more solid economic future?
- 7) How can stakeholders improve operationally to fuel increased valuation/investor interest?
- 8) How can providers, investors, and payers prepare financially to create viable investment options?
- 9) How can a business avoid feeling like it is boiling the ocean in investment improvement efforts?
- 10) Are there other situations or perspectives stakeholders should consider?

Michael Sarlitto 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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