



VERALON[®]

TRANSFORMATIVE HEALTHCARE CONSULTING

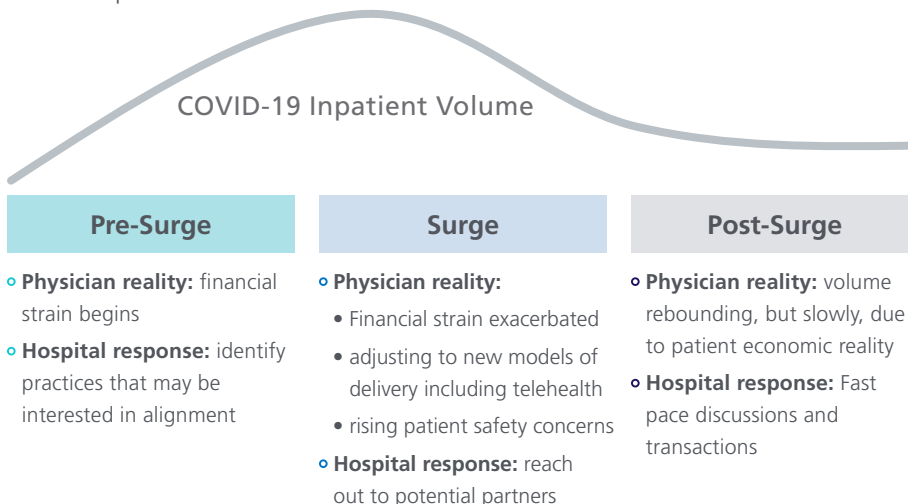
COVID-19 Has Disrupted Physician Practices. Are You Ready for Rapid Response?

Physicians have had their practices disrupted as COVID-19 surges. Independent practices are struggling financially, and may not be positioned to meet the demands post the COVID-19 surge. Some which had formerly resisted employment or professional services relationships may now be more open to it.

This extends beyond employment. The financial impact will also change the landscape on physician owned diagnostic and treatment centers (eg ASCs, cancer treatment centers, urgent care centers, etc). At the same time, the financial impact of COVID may cause physicians who are limited partners in private equity relationships to look to unwinding those transactions or selling to non-PE firms.

Veralon can support your organization by:

- **Reaching out to distressed practices** that may be newly interested in an alignment relationships
- **Determining the form of relationship that best meets the needs** of all parties
- **Completing transactions in process and new transactions** arising from rapid outreach



WHY VERALON?

Veralon has more than 25 years of experience with hospital-physician relationships and offers:

- **Extensive experience in deal development and transaction due diligence** for acquisitions, professional services agreements, joint ventures, and other arrangements, with over 1,200 transactions under our belt
- **Expertise in fair market valuation of business services agreements** having completed over 2,000 FMV opinions
- **Broad financial expertise**, having performed meticulous financial analyses that hold up to the scrutiny of regulators and internal and external constituencies, on thousands of engagements
- **Skill in keeping transactions on track** when the due diligence process uncovers details that have not been fully vetted

We will work with you to explore short-term opportunities and initiate transactions as appropriate.

Connecting with Independent Practices

Veralon will help you reach out to independent practices and identify alignment opportunities that best meet both parties' goals, based on our creativity and experience.

- Work with medical leadership to identify physicians who may have reached out to organization or who are informally known to be in financial stress
- Identify physicians in hard-hit specialties, and survey to determine needs and interest in potential assistance/relationships
- With leadership, determine priority candidates for discussions
- Develop Tool Kit of alignment options to discuss
- Support medical leadership in exploratory conversations

Transaction Support

Veralon can serve as a trusted advisor to address transaction opportunities that arise as financially distressed entities evaluate their options.

- Support medical leadership in exploratory conversations
- Provide analytic support for potential transactions that result from discussion
- Provide fair market value guidance related to contemplated arrangements