



**VERALON**<sup>®</sup>

TRANSFORMATIVE HEALTHCARE CONSULTING

# How Has COVID-19 Impacted Your Organization's Ability to Remain Independent?

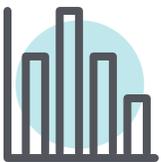
## A RAPID, OBJECTIVE, AND DATA-ORIENTED ANSWER IS NEEDED

Prior to the COVID-19 pandemic, many independent hospitals and small health systems were already asking themselves if or when they should explore a partnership. The potentially devastating financial implications of the pandemic have renewed these questions with heightened urgency.

**Veralon has been helping independent hospitals and health systems understand their ability to remain independent for more than a decade.**

Given the need for leaders to make rapid decisions, we are now offering an expedited analysis that focuses on the core evaluative criteria we use in our conventional, extended process, with consideration to the impact of COVID-19. This fast-turnaround approach will give your board and leadership team the information they need to help inform strategic decision-making processes and future direction.

## SMALL INPUT...MEANINGFUL OUTPUT



Basic information: utilization statistics, financial statements, market share information, clinical staff rosters, etc.



Veralon to complete our analysis within a few weeks of receiving your data and require minimal time and resources from your staff



You will receive an assessment describing your organization's ability to remain independent through benchmarks across more than a dozen metrics

## WHY VERALON?

### Experience

Veralon has been assisting healthcare providers with mergers, acquisitions, and the details of transactions for more than 20 years, having completed nearly 200 independence assessments and affiliation planning engagements.

### Strategic Approach

We have no preconceptions as to whether independence or affiliation is the answer. We evaluate each client's unique situation and goals.

### Deep Financial Expertise

We have performed meticulous financial analyses on thousands of projects. When the due diligence process uncovers details of reimbursement, compensation, valuation or transition that have not been fully vetted, we have the skills to surface these issues and address them while keeping the transaction on track.

### Skillful Communication

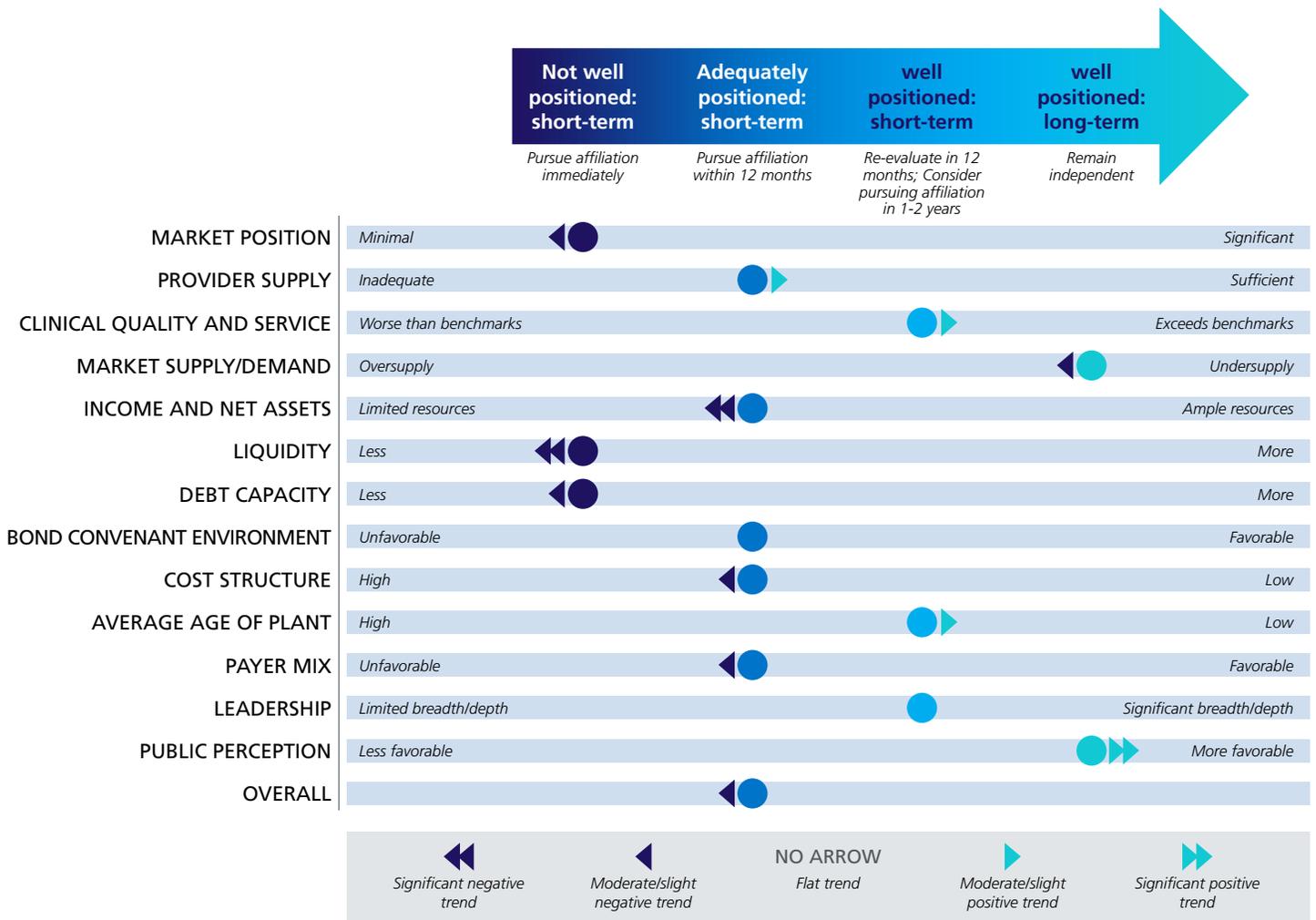
Each type of stakeholder (e.g., board, clinicians, attorneys) speaks their own language, and we are fluent in all of them, allowing us to facilitate development of consensus.

## RIGOROUS FINANCIAL ANALYSIS AT THE FOREFRONT

While many aspects of your organization’s performance and position pre-COVID-19 are important inputs to providing a comprehensive answer on independence and are reviewed in this process, a rigorous financial impact analysis of the of the pandemic is most important to understand your current and future situation.

COVID-19 will last well beyond the immediate impacts of the initial patient volume surge and disruption in all other types of care. For any given hospital, the COVID-19 impact on profitability, cash flow, and debt capacity may be two to three years or more. Regardless, key to a return to a new “normal” will be management’s focus on the financial outcomes and ability to navigate the bumps and roadblocks on the way.

### EXAMPLE SUMMARY: POSITIONING FOR INDEPENDENCE IN LIGHT OF COVID-19



Veralon’s M&A experts are available immediately to discuss our service offerings with you. Please contact us at **(877) 676-3600** or visit us at [veralon.com/contact](https://veralon.com/contact).