



## STRATEGIC & FINANCIAL CONSULTING

**Hall Render's Advisory Services team collaborates with clients on varied projects from planning to development.**

With more than two decades of experience, we guide health care organizations through strategic and financial aspects of a project or transaction and help support and plan for operational impacts. Our advisors are able to support on the full scope of strategic and business planning from feasibility to a comprehensive detailed plan that includes strategic, operational and financial components. On the financial side, our advisors consult on various financial services, ranging from financial review to modeling and pro forma development, including assisting with finding funding sources as needed.

### **Transactions**

- Sell-side due diligence
- Buy-side due diligence
- Valuation support
- Strategic and financial support for the transaction team
  - Financial modeling and pro forma development
  - Acquisition and divestiture financial impact analysis
  - Acquisition and target financial assessment and valuation support
  - Review of strategic alignment of the transaction
- Post-transaction integration implementation and support
  - Structure and onboarding process for integration
  - Financial integration
  - Operational integration

The time and resources involved to identify, close and integrate a transaction can be significant. Evaluation of the financial aspects of a transaction is important to the long-term success of the contemplated venture, and our advisors provide support throughout the process to enhance the value created through these transactions. Our experts review financial statements, reports and data to mine information with key drivers and risks associated with the target entity that could impact the transaction and the value of the business.

### **Strategy & Financial Planning Services**

- Strategic and business planning
- Business case development
- Feasibility study
- Service line planning, development and review
- Evaluation of continuing/discontinuing a business or business segment
- Financial modeling and pro forma development, including capital planning

### **Start-Up & Transition Services**

- Implementation and support services from planning to opening of new services or businesses
  - Physician practices
  - Outpatient centers
  - Other health care-related businesses
- Post-opening support
- Post-transaction integration implementation and support



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- Structure and onboarding process for integration
- Financial integration
- Operational integration

### **Value-Based Care**

- Value-Based Revenue Models
- Physician Compensation Alignment
- Value Readiness Assessments
- Care Management Redesign
- Leveraging Data for Value

If you are planning for a merger, acquisition or another strategic transaction, contact Hall Render Advisory Services to discuss the administrative, financial and operational efficiencies that can be gained by leveraging an experienced strategic partner in this process.