

# The Premier One-Stop Shop For All Your Investment Due Diligence Needs.

SCALE's wide range of due diligence services offer investors the level of assessment that is right for the contemplated transaction. Our team of operational experts develop diligence reports with actionable intelligence from individual department assessments to full detailed business plans.

## Let's explore how SCALE can help you dramatically improve your due diligence process:

Due Diligence Products	SCALE Team	SCALE Differentiation
<input checked="" type="checkbox"/> <b>Market Research</b> Competitive dynamics, strategy, insider perspectives	SCALE Market Research	Over 50 Reviews Performed To Date For PE Community
<input checked="" type="checkbox"/> <b>Regulatory, Reimbursement &amp; Payer Diligence</b> Regulatory outlook and reimbursement review Blackbox Payor Reimbursement Analysis Payor Contract Terms Review Payor Contract Performance Benchmarking	SCALE Payer Research	Former DOH, CMS, and Payor senior executives with experience advising over 100 sponsors and other alternative investors
<input checked="" type="checkbox"/> <b>Business Due Diligence</b> Full Target Review: Market Positioning, Human Capital, Core Operations, Growth Initiatives Core Department Reviews: RCM, IT Systems, Marketing, Data Analytics, Finance & Accounting, Clinical Operations Non-Core/Ancillary Businesses: Diagnostic Labs, Specialty Pharma/Infusion, Clinical Research, Imaging Brand & Reputation Review	SCALE Consulting SCALE Marketing SCALE RCM SCALE Finance SCALE IT	Deepest Collection of Operational Experts with Unique Access to Insiders Most Comprehensive and Value-Add Operational Reviews Available
<input checked="" type="checkbox"/> <b>Coding &amp; Compliance</b> Policies and procedures, coding review, HIPAA compliance, lab compliance, and operational risk assessment Pre- and post- transaction billing and coding reviews Policy reviews (compliance, billing and human resources) Holistic compliance program assessments, including review of OIG, HIPAA/HITECH personnel management programs	SCALE Compliance	25 Years of Experience in Compliance Reviews—Findings Made Practically Relevant
<input checked="" type="checkbox"/> <b>Integration Diligence</b> Pre-integration preparatory diligence	SCALE Consulting	Holistic Operational Reviews Include Broader Platform Assessment
<input checked="" type="checkbox"/> <b>Financial Due Diligence &amp; Quality of Earnings</b> Thorough analysis, high integrity Buy-Side & Sell-Side Financial Due Diligence Quality of Revenue Analysis NWC Analysis and assistance with negotiating SPAs Post-Merger Integration Services Support	SCALE Finance	Team of Dedicated CPAs Focus Exclusively on Healthcare Service Platforms
<input checked="" type="checkbox"/> <b>Tax Analysis</b> Existing tax law, alternative tax programs, tax policy	SCALE Finance	Team of Dedicated CPAs Focus Exclusively on Healthcare Service Platforms

# SCALE

/skāl/ · noun

A graduated series of steps or order.

*Our singular focus is to help healthcare providers achieve success with a systematic approach.*



SCALE's ability to work seamlessly with both management teams and investors on a tight timeline allowed us to move towards a closing with certainty and confidence.

Their department by department business due diligence allowed us to understand on a much more granular level areas of risk and opportunity of our investment. We really enjoyed working with SCALE on this engagement, always felt prioritized, and welcomed its unique level of expertise and differentiated approach to the engagement.

**Marc Strauss,**

Managing Director at  
Crestline Investors

## The due diligence issues professional investors presently wrestle with:

The Due Diligence Process: "Chaotic, Dysfunctional—At Best Inefficient"	SCALE Solution
Disjointed/Disorganized overly expensive due diligence process relying on multiple third parties that engage in time-wasting and repetition	Coordinated 1 Stop Solution
Disappointing Findings	SCALE Solution
Not practical in the eyes of future business owners/mgmt. team—don't align with business priorities	Infuse operational relevance
Not critically valuable—a lot of work done very peripheral in terms of key risk or value upside?	Focus on core risks and value opportunities
Don't solve for gap solutions—how do I build the capabilities in-house to ensure the issues highlighted are resolved and never return?	Always include practical next steps and resources required to execute
Don't consider challenges to integration post tuck-in acquisition—broader solutions	Evaluate platform/tuck-in considerations in context of findings
The Negative Larger Impact	SCALE Solution
Overkill for tuck-ins may scare targets away—overburden and ultimately kill the deal. Are there lighter options?	Apply reasonable due diligence standards to smaller tuck-ins based on context/ experience
What comes of the animosity created with targets as a result of a dysfunctional due diligence process?	Build goodwill with broader and deeper operational peer-to-peer dialogue
How many assets are lost as a result to someone who utilizes a more coordinated due diligence approach, or simply to the next investor who is fortunate to simply resume the process?	Focus on the goal—can we make a good investment happen efficiently



SCALE prides itself in developing customized solutions for its clients and helping healthcare organizations grow and thrive in a challenging marketplace. Now, we are ready to help you. We look forward to sharing examples of how we have helped our clients and invite you to schedule a 1-on-1 complimentary practice management consultation with us.

**Contact Steve Straus at [sstraus@scale-healthcare.com](mailto:sstraus@scale-healthcare.com), or +1 (847) 507-1937 to continue the conversation.**