



# Due Diligence

## The Challenge

A private investment company with a healthcare industry focus was considering acquiring a business that provided services to families affected by developmental disabilities. They turned to Empowering Synergy to evaluate the potential acquisition. Our task included providing a comprehensive market analysis and competitive analysis, evaluating the integrity of the prospect's clinical model and assessing the operational considerations of scaling such a business.

## The Solution

Empowering Synergy began with an in-depth analysis of the healthcare business company's clinical and service delivery models. We thoroughly examined their pricing and revenue model, leadership team and organizational structure. We also looked at the company's employee composition, direct care staffing ratios, staff qualifications, training program and service delivery methodology, so that we could accurately assess the model's scalability and determine whether they met regulatory requirements. In addition, our team interviewed the organization's CEO to assess her skill level, experience and ability to grow the business.

## The Outcome

Empowering Synergy provided valuable information that assisted the investment firm in determining whether the healthcare company met their acquisition criteria. We delivered a thorough analysis of the competitive landscape and the current market conditions, and we enabled our client to understand how regulatory requirements will impact the company's operations and scalability. As a trusted partner and advisor, Empowering Synergy equipped the investment firm with all the information they needed to decide whether the potential acquisition was a worthy investment.



“ The industry and market expertise provided by Empowering Synergy was invaluable in guiding our decision about investing in this sector of the healthcare space. The team was quick illuminate the areas of highest priority when considering expansion in the current competitive and regulatory environment ”

- Senior Partner