



Healthcare deal advisory



Driving value at deal speed

KPMG sees the trend of hospital and healthcare system consolidation continuing over the next few years. As organizations strive to improve margins through back-office rationalization, redesign clinical care delivery to maximize value, and provide consumer-grade experiences, mergers and acquisitions are often the avenue to get there. KPMG’s dedicated Healthcare Deal Advisory Practice helps healthcare organizations look at potential deals as opportunities to greater care access, while offering better quality and stronger patient value. Our approach starts with strategic insights into market changes and disruptions, continues with validation of investment cases and synergies, moves forward with transaction enablement that incorporates regulatory considerations, and comes to fruition with post-deal integration and value creation/preservation.

Our services across the lifecycle

Strategy	Deal evaluation	Deal execution	Value creation
<ul style="list-style-type: none"> Portfolio strategy/assessment Target identification Market intelligence and insights Investment case development and synergy identification 	<ul style="list-style-type: none"> Integrated business diligence Investment case enhancement and synergy validation Structuring and negotiation Operating model rapid assessment and development 	<ul style="list-style-type: none"> Transaction enablement Day 1 readiness + stabilization, transition and value protection Value creation planning Operating model refinement Regulatory compliance 	<ul style="list-style-type: none"> Day 1 execution Change management Operating model implementation Value capture Continuous improvement

We can help you extract just the data you need for fast, accurate reporting. We analyze target, proprietary, and market data to develop real time insights, create value and benefit outcomes.



Proprietary deal technology

KPMG’s proprietary data analytics technology used to rapidly highlight and analyze drivers of business/profitability performance using target’s transactional data



Benchmarking plus

KPMG’s proprietary database of industry and functional metrics used to drive insightful comparative analysis utilizing data from the KPMG ecosystem



Market research

KPMG’s market research enables timely access to robust market intelligence from unstructured online and internally and extremely sourced data. Combined with our industry experience, market research delivers valuable insights relevant to your deal thesis

We have a dedicated team of **over 100 U.S. healthcare and life sciences deal advisory professionals** – the largest in the Big 4 – and over 1,000 globally

ALM Intelligence ranked us #1 out of 20 firms for our depth of Deal Advisory Services

We have a U.S. client base of over 300, including: 90% of the top health insurers, 100% of the top 10 U.S. medical device companies, and ½ of the top 200 healthcare systems.

Why KPMG for healthcare deal advisory

With deep financial, operational, regulatory and deal knowledge, KPMG can provide an integrated suite of services to assist buy-side clients achieve their desired business results.



Industry depth



Experience

Our healthcare and life sciences M&A teams have extensive experience in physician practice and health system mergers, acquisitions and affiliations.



Accounting Complexities

We understand the commercial and accounting complexities unique to the industry



Outcomes

Leveraging our experience and tools, we drive insights and better outcomes through the analysis of relevant metrics and data



Key Assumptions

This helps to fine tune key assumptions in your investment thesis, forecasts and financial model



Thinking Forward

Thinking forward, we help derive and execute solutions to create post-deal value-leveraging our deal insights, functional capabilities and the global scale of KPMG's serving the healthcare and life sciences sector.

Contact us

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