

**SERVICES**

Audit Services

Case Management

Chief Medical Officer  
Services

Clinical Advisory Services

Coding & Compliance

Fair Market Value  
Compensation

Financial Consulting

Health Information  
Management (HIM)

Hospital Compliance  
Services

Human Resources

Internal Audit

Litigation Support

Managed Care

Medical Economics

Mergers and Acquisitions

Performance  
Improvement

Physician Coding  
Compliance

Physician Services

Quality Management

Real Estate

Reimbursement

Retirement Plan  
Consulting

Revenue Cycle

Strategic Planning

Tax Services

Valuation Services

***Mergers and acquisitions continue to pose some of the greatest potential and risks for our clients.***

Great potential is frequently the easier aspect to see. However, identifying significant risk factors can be more difficult, yet more valuable in the long run.

A merger, acquisition, or sale of an existing entity requires a multi-faceted understanding of your organization. PYA's expertise in tax planning, operational consolidation, regulatory and governmental compliance (including Certificate of Need development), and financing are just some of the many services we can offer related to your transactional needs.

PYA, working closely with management and legal counsel, has served as the facilitator of buy-side and sell-side transactions. From the development of the request for proposal, to partner selection, to due diligence, to closing, PYA offers the experience and client service that gives organizations confidence that their business advisor is representing their best interests.

PYA can also assist with planning the financing of a potential acquisition. PYA professionals have the experience and knowledge to assist our clients as they face the financial hurdles that accompany merger and acquisition activities. Over the last several years, PYA has advised clients on the issuance of over \$2 billion in debt instruments. These clients have used our financial and strategic expertise as a resource to obtain optimal debt structure, develop presentations to potential underwriters, identify other firms to participate in the debt offering, and produce reports and data for ratings agencies. We have worked with local and national groups in securing financing for our clients, including Salomon Smith Barney, Merrill Lynch, Lehman Brothers, Citigroup, Morgan Keegan, MBIA, Moody's, Standard and Poor's, and Fitch.

No matter what your needs in the area of healthcare finance transactions may be, you can be certain that PYA maintains the requisite training and experiences to exceed your expectations. PYA will make a difference.



ATLANTA | AUSTIN | KNOXVILLE | TAMPA BAY  
(800) 270-9629 | [www.pyapc.com](http://www.pyapc.com)

### WHAT PYA HAS DONE FOR OTHERS

PYA provided professional support for the acquisition and conversion of a for-profit facility by a not-for-profit health system. Our outstanding work on this engagement was the cornerstone of a now nearly

25 year relationship with a client that has continued to expand its presence through acquisition of additional facilities.

PYA participated in one of the largest for-profit purchase by a not-for-profit hospital consortium in history. Our work included evaluating and preparing various regulatory filings, assistance with financing, and development of strategy. The efforts of PYA professionals and many others have contributed to the continued success this client continues to enjoy.

### WHAT PYA CAN DO FOR YOU

Our services include the following:

- Development of Purchase or Sales Price
- Due Diligence Facilitation
- Request for Proposal Coordination
- Offering Memorandum Development
- Feasibility Studies
- Regulatory Approval and Filings
- Strategic and Financial Planning
- Evaluation and Analysis of Efficiencies
- Communication Plan Development
- Negotiation Assistance

