

# Valuation and Financial Advisory Services

## Services

- **Enterprise Valuation Opinions**

- Hospitals
- Physician Practices
- Ambulatory Surgery Centers
- Diagnostic Imaging Centers
- Dialysis Centers
- Specialty Pharmacies
- Managed Care Organizations

- **Physician Compensation Opinions**

- Clinical Services
- Medical Directorship Services
- On-Call Coverage Services
- Telemedicine Services
- Consulting Arrangements
- Speaking Engagements Services

- **Management Services Agreements**

- **Joint Venture Agreements**

- **ProForma / Forecast Development**

- **Purchase Price Allocations Opinions**

- **Goodwill and Intangible Asset Impairment Opinions**

- **Intangible Asset Valuation Opinions**

- **Medical Clinic Lease Rate Opinions**

Valuation is a complex process that requires a skillful blend of fundamental analysis, industry experience and sound judgment. FTI's Health Solutions Valuation and Financial Advisory Services team provides the expertise that establishes a conclusion that is both reasonable and supportable.

### **FTI'S HEALTH SOLUTIONS VALUATION AND FINANCIAL ADVISORY SERVICES PROFESSIONALS**

FTI's Health Solutions valuation professionals bring a combination of education, training and industry expertise to every healthcare valuation engagement. The FTI Health Solutions valuation team combines years of industry insight and experience. Our valuation professionals understand the nuances of conducting valuations within the context of the Stark and Anti-Kickback Statutes. Our credentialed experts include MBAs, CPAs, CFAs, and CVAs.

### **FTI'S HEALTH SOLUTIONS SPECTRUM OF VALUATION AND FINANCIAL ADVISORY SERVICES**

Our professionals have provided valuation services to some of the largest for-profit and not for-profit healthcare systems across the country. In addition, we have worked with many of the nation's leading law firms on regulatory, transaction and litigation matters.

FTI's Health Solutions Valuation and Financial Advisory Services team offers a broad range of valuation services designed to assist our clients on issues related to regulatory compliance, transaction planning, strategic planning, tax compliance, financial reporting and litigation, and arbitration support. Whether you are entering into various physician related agreements, contemplating a joint-venture, acquisition or divestiture, or responding to a regulatory/compliance investigation, FTI's Health Solutions Valuation and Financial Advisory Services team can provide the valuation services your organization needs.

### **REPRESENTATIVE ENGAGEMENTS**

#### **Enterprise Valuation Opinions**

- FTI has provided enterprise valuation opinions for various types of healthcare entities including but not limited to hospitals, physician practices, ambulatory surgery centers, diagnostic imaging centers, dialysis centers, specialty pharmacies, and managed care organizations.
- We recently assisted one of the nation's largest dialysis services providers with regulatory compliance support related to the acquisition of a 100+ multi-specialty physician-owned practice. FTI provided a fair market value assessment of the business enterprise to assist the acquiring company in regulatory compliance support related to Stark Regulations and Anti-Kickback Statutes.

### Physician Compensation Opinions

- Our team has assisted health systems and other healthcare entities across the country with fair market value assessments of physician compensation related to employment agreements/professional services agreements for services including but not limited to clinical services, medical directorship services, on-call coverage services, telemedicine services, consulting arrangements, and speaking engagement services. These systems and healthcare entities have included academic medical centers, specialty pharmaceutical companies, and non-profit and for profit entities.
- We were recently engaged by one of the largest for-profit healthcare systems in the country to complete various fair market value assessments of the clinical, medical directorship, and on-call coverage services provided by numerous physicians under various agreements between the healthcare system and the physicians. Our assessment was used to assist the company in regulatory compliance support related to Stark Regulations and Anti-Kickback Statutes.

### Management Services Agreements / Joint Venture Agreements

- We have conducted numerous valuation engagements relating to physician-hospital joint ventures and management services agreements including ambulatory surgery centers, cardiac catheterization labs, imaging centers, sleep labs, and wound care.

### Purchase Price Allocations Opinions

- FTI's team has assisted organizations in a variety of industries related to the ASC 805 and IFRS 3 which require the fair value measurement of assets and liabilities as part of a business combination. We assist clients in identifying intangible assets to be recognized separately from goodwill and estimating their fair value. Purchase price allocations prepared by FTI reflect the reporting unit structure to facilitate the assignment of all assets and liabilities to the reporting units. We reconcile the value assigned to each intangible asset and liability with all other assets of the business and the overall purchase price of the transaction, using an internal rate of return analysis and a weighted-average return on assets analysis. Our approach focuses on developing consensus among involved parties and maintaining consistency across methods to report fair value.
- Our team recently performed the purchase price allocation of a privately owned provider of outsourced revenue cycle management services to the U.S. hospital industry. The revenue cycle management company was acquired by one of the healthcare industry's leading providers of business and operational services.



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CRITICAL THINKING  
AT THE CRITICAL TIME™

#### About FTI Consulting

FTI Consulting, Inc. is a global business advisory firm dedicated to helping organizations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. FTI Consulting professionals, who are located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges in areas such as investigations, litigation, mergers and acquisitions, regulatory issues, reputation management and restructuring.

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