



# Real Value™

**Build It. Grow It. Reap The Rewards.**

paragon ventures llc



# It's All About Value

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The price of leadership...  
is responsibility.

Winston Churchill

# PARAGON<sup>®</sup> VENTURES

Mergers &  
Acquisitions

**Paragon Ventures** is a leading specialist in the merger, acquisition and divestiture of private mid-market healthcare companies.

As an intermediary with experience and expertise we can facilitate the entire process of buying or selling a business.

We specialize in the health care industries including all aspects of home healthcare, respiratory care, infusion therapies, nursing services, m e d i c a l manufacturing, distribution and related technology.



*Working together with you, the business owner, the Paragon Ventures team helps put together the connections to grow your business and optimize it for sale or merger.*

1-800-719-1555

# It's All About Value

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We are what we repeatedly do.  
Excellence, then, is not an act  
but a habit.

Aristotle

# We create **business opportunities** for people

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The merger and acquisition business is a "people business" first and foremost. We understand this and our mission is deeply rooted in servicing our client's best interests.



The business owners, advisors and investors who have worked with us over the past decade can attest to it.



We create business opportunities that deliver **REAL VALUE** for real people.



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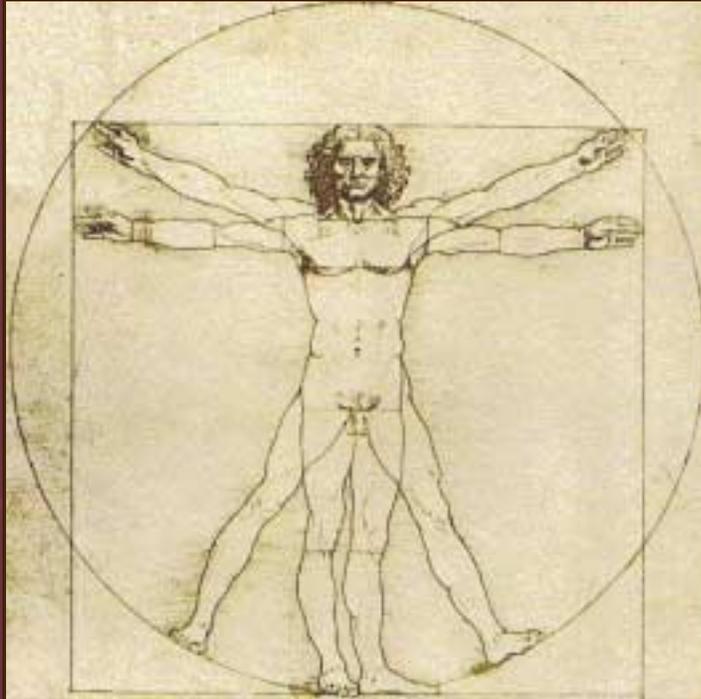
# It's All About Value

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Luck is preparation  
meeting opportunity.

Oprah

We **specialize in the healthcare** niche



With almost a century of combined healthcare and business experience we understand the intricacies of patient referrals, reimbursement and governmental regulations.

We know how to consistently highlight the real value that healthcare business buyers demand.

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# It's All About Value

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If winning isn't everything,  
why do they keep score?

Vince Lombardi

# Structuring, negotiating and closing a deal involves more than mechanics

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Our track record speaks volumes about our success. We know the buyers, investors and professionals throughout the healthcare industry.

Our depth of knowledge is readily apparent ... we've been in your shoes before! Certainly it's about finance, accounting, timing and negotiation techniques. More importantly it's about understanding people.

Our transactions are life-changing for the business owners, their families and their employees. We understand the "psychology of the deal" and the emotions and implications that come with it.

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# It's All About Value

## *Paragon Ventures*

- ◇ **Creative deal-makers** focused on maximizing the financial and non-financial objectives of our clients;
- ◇ **Skilled technicians** capable of structuring and closing a wide array of complex mergers and acquisitions transactions
- ◇ **Experienced business people** possessing a diverse range of experience not only in business, but also in law, accounting, banking, logistics and finance.
- ◇ **Dedicated advocates** always representing our clients' best interests.



*Exceeding Expectations*

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# Successful closure

requires great patience and resolve

*Paragon Ventures*



It always hinges on timing... knowing when to push and when to wait. It involves commitment and demands the highest degree of integrity and trust.

**It's about knowing how to unlock the REAL VALUE in your company**

Understanding your business and its value... presenting the company in its very best light and finding the opportunities that deliver that REAL VALUE. This is what we do... everyday!

*Exceeding Expectations*

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# Experience

Select Historical Transactions

**Rx  
Healthcare Group**

Monroeville, PA

Paragon Ventures, LLC served as an advisor to this transaction

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**Option Care  
of Georgia**

Coventry, GA

Paragon Ventures, LLC served as an advisor to this transaction

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**Respiratory  
Care Plus**

Upper Nyack, NY

Paragon Ventures, LLC served as an advisor to this transaction

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**Total  
HomeCare Inc.**

Las Vegas, NV

Paragon Ventures, LLC served as an advisor to this transaction

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**Continental  
Medical Supply Inc.**

Los Angeles, CA

Paragon Ventures, LLC served as an advisor to this transaction

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**OxyPlus**

Atlanta, GA

Paragon Ventures, LLC served as an advisor to this transaction

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**Denmark's Inc.**

New Bedford, MA

Paragon Ventures, LLC served as an advisor to this transaction

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**Covenant  
Care Pharmacy**

Waterloo, IA

Paragon Ventures, LLC served as an advisor to this transaction

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**Home Medical  
Equipment, Inc.**

Moberly, MO

Paragon Ventures, LLC served as an advisor to this transaction

**PARAGON VENTURES**  Mergers & Acquisitions

Collectively, the principals of Paragon Ventures have more than 75 years of experience owning, building and managing healthcare and medical technology businesses

For more than a decade, we have handled a wide range of mergers and acquisitions, both large and small.

As entrepreneurs, business operators and executives, each of the principals understand the financial and emotional issues involved in owning ... and selling a company.

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**PARAGON<sup>®</sup>  
VENTURES**   
Mergers &  
Acquisitions

Philadelphia • Charleston • New York • Orlando • Los Angeles

# Real Value<sup>™</sup>

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## Managing Partners

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