



Real Value.®

Build It. Grow It. Reap The Rewards.

paragon ventures llc



It's All About Value

*The price of Leadership...
is responsibility.*

Winston Churchill

PARAGON[®] VENTURES

Mergers &
Acquisitions

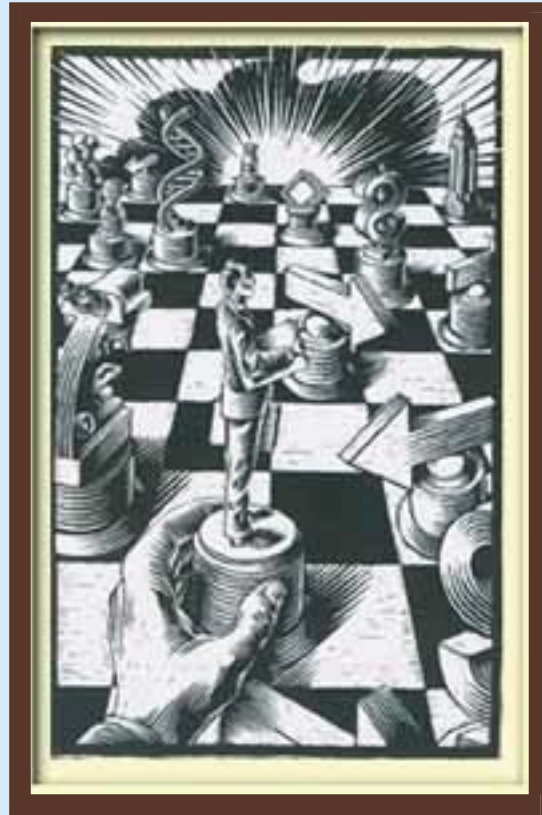
Paragon Ventures is a leading specialist in the merger, acquisition and divestiture of private mid-market healthcare companies.

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

We specialize in the health care industries including all aspects of home healthcare, respiratory, infusion therapies, nursing services, medical device manufacturing, distribution and related technology.

We begin with a total business evaluation; analyze the financials, balance sheet, product mix, payer mix, logistics and operations. Our process highlights those aspects of the business that contribute to or detract from value. Working together with you, the business owner, the Paragon Ventures team helps you prepare the business and determine when the time is right to enter the marketplace.

We are your eyes and ears to the merger and acquisitions market and when the time is right, we make the best connections to complete a sale or merger and maximize shareholder equity.



1-800-719-1555

It's All About Value

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

Aristotle

We create **business opportunities** for people

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.



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.



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



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It's All About Value

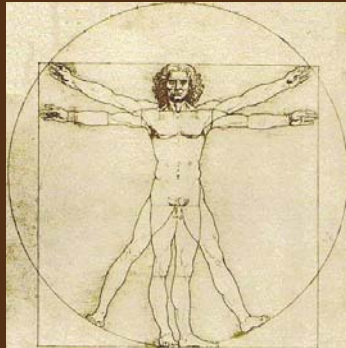
*Luck is preparation
meeting opportunity.*

Oprah

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We specialize in the healthcare niche

With over 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 of your business that healthcare business buyers demand.



The Paragon Process involves specific steps to maximize valuation and marketability of the company.

Our advisory is highly discrete and we take extraordinary steps to insure confidentiality is maintained throughout the process.

We begin with an understanding of the business operations, its history and performance. We integrate these data points into our valuation analysis to determine valuation and best market timing.

As we perform our analysis, we prepare our confidential executive summary (the book, as we call it) which details the business history, growth, profitability and future prospects. We make certain that it is accurate and presents the opportunity in its very best light.

Simultaneously, we scour the buyer universe and identify the strongest prospects and their specific acquisition valuation data. The initial contact with these prospects will be blind as to the specific opportunity. As we garner interest, we will discuss each with and process individual confidentiality agreements.

The entire process is a defined timeline of events, each coordinated to be as unobtrusive as possible on the daily business operations.

We keep the process moving quietly in a timely manner. Our experience has taught us that managing the timeline is critical to ultimate success.

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It's All About Value

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

Vince Lombardi

Structuring, negotiating and closing a deal involves more than mechanics



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

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

We understand the dynamics of reimbursement, accreditation, competitive bidding, compliance, technology, billing and collections. We know the challenges and opportunities created by providing high quality products and care to a patient.

As market-makers, we master the issues, create opportunities, influence the market and unlock the REAL VALUE® for our clients.

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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

1-800-719-1555

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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It's All About Value

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Experience

Select Historical Transactions

<p>Northcoast Healthcare</p> <p>Cleveland, OH</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Holisticare Hospice</p> <p>Toms River, NJ</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Infusion Solutions</p> <p>Bedford, NH</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Life Medical Supplies</p> <p>Hoopston, IL</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>
<p>Holdaway Medical Services</p> <p>Louisville, KY</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Secure Health care Inc.</p> <p>Montgomery, AL</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Option Care of Georgia</p> <p>Coventry, GA</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>MidAtlantic Home Infusion</p> <p>Fairfield, NJ</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>
<p>CareTrust Home Infusion</p> <p>Casper, WY</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Florida Medical Equipment Services</p> <p>St. Petersburg, FL</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>OxyPlus</p> <p>Atlanta, GA</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Accent Healthcare</p> <p>Hoopston, IL</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>
<p>Reliable Medical Supplies, Inc.</p> <p>Mundelein, IL</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Rx Healthcare Group</p> <p>Monroeville, PA</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Sunshine Medical, Inc.</p> <p>Charleston, SC</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Respiratory Care Plus</p> <p>Upper Nyack, NY</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>
<p>Lifecare Medical Services Inc.</p> <p>Hayes, KS</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Total HomeCare Inc.</p> <p>Las Vegas, NV</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>Continental Medical Supply Inc.</p> <p>Los Angeles, CA</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>	<p>MD Network</p> <p>Aurora, CO</p> <p>Paragon Ventures, LLC served as an advisor to this transaction</p> <p>PARAGON VENTURES Mergers & Acquisitions</p>

Collectively, the principals and advisors of Paragon Ventures have more than 120 years of experience owning, building, managing and selling healthcare and medical technology businesses. For more than a decade we have handled a wide range of mergers and acquisitions across the industry. As entrepreneurs, business operators and management executives, each of the principals understand the financial and emotional issues involved in owning ... and selling a healthcare company.

PARAGON[®]
VENTURES 
Mergers &
Acquisitions

Philadelphia • New York • Orlando • Los Angeles • New England

Real Value[®]

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Managing Partners

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Sam Kramer **Broker Associate**

Elliott Turner **Broker Associate**

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