

# Are you plugged in to your STRATEGIC OPTIONS?

**Buy A Business** 

**Sell A Business** 

**Valuations** 

Strategic Plans

**Exit Strategies** 

Recapitalization







Paragon Ventures is a mid-market strategic advisory and M&A business intermediary focused specifically in the pharmacy distribution and healthcare services industry.

# Did You Hear About The Latest Healthcare



#### PARAGON VENTURES LLC





- Highly qualified mid-market intermediary for the healthcare and human services industry
- Completed over 200 transactions in 44 States
- Provided advisory services to over 2,500 businesses globally since 1992
- M&A connections to corporate, strategic, experienced private equity buyers and investors



BBM Home Health - New England Accent Healthcare – Illinois Secure Healthcare – AL RG Respiratory - Philadelphia, PA Life Medical Supplies - New Jersey HME Medical Supply Company - New England Holisticare Hospice - New Jersey TAT Group – Texas North Coast Healthcare – Ohio LDMK Enterprises – Texas Home Comfort Medical – Tennessee Infusion Solutions Inc. - Bedford, NH Medical Supplies Corp. – Illinois Miller Medical and Respiratory - Philadelphia, PA Holdaway Medical Services – Kentucky CareTrust Infusions – Wyoming Secure Health Systems – Alabama Mid-Atlantic Home Infusion - New

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Home H Services Hon ennsylvar Respirat Davco Pharmaceutical and Home Health Care Services - Havernill, IVIA People's Homecare Center -Connecticut Home Medical Equipment, Inc. – Missouri Option Care of Georgia – Georgia Professional Respiratory Services – Maryland Respiratory Care Plus, Inc. - New York Feta Accessories – Pennsylvania OxyPlus, Inc. – Georgia Medical Equipment Mart – Texas Young's Medical – Pennsylvania Denmark's, Inc. - New Bedford, MA Lifecare Medical Services – Kansas Health Reliance – Virginia Certified Medical Associates – Ohio AMHealth Group – Connecticut OxyLife, Inc. – Tennessee Professional Home Health Care – Pennsylvania ABC Medical – California Covenant Long Term Care Pharmacy - IowaOhio Oxygen - Ohio Sunshine Medical - South Carolina Continental Hospital Supply -California Total Home Care – Nevada Krieger Medical – Texas Clinical Solutions – Missouri Penn Oxygen - Pennsylvania Mobil Medical - Pennsylvania Nevada Medical & Oxygen - Nevada Delcrest Medical Supplies – Pennsylvania Flemington Medical – New Jersey Homed Convalescent Equipment – New Jorgan The Medical Store Connecticut Medical Mart Connecticut Penneville Home Health Care



Who We Are

### As Business Owners, Operators, Investors and Sellers

# We've Been In Your Shoes



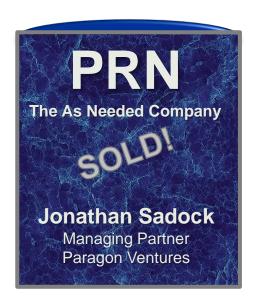








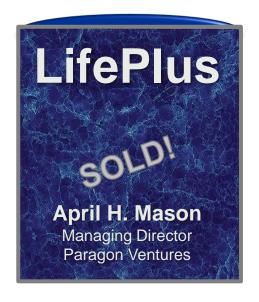






We Are Experienced **Business Owners** Who Successfully Completed Our Own **Transactions** As Stakeholders









# **EXPERIENCE**You Can Count On

This announcement appears as a matter of record only

### Clinical Solutions

has been acquired

Paragon Ventures initiated and structured this transaction, conducted negotiations and acted as the exclusive merger and acquisiton advisor to Clinical Solutions







# **EXPERIENCE**You Can Count On

This announcement appears as a matter of record only

# Quick Care Pharmacy

has been acquired

Paragon Ventures initiated and structured this transaction, conducted negotiations and acted as the exclusive merger and acquisiton advisor to Quick Care Pharmacy





#### My Business Is Worth How Much?





# **EXPERIENCE**You Can Count On

This announcement appears as a matter of record only

# College Discount Drug

has been acquired

Paragon Ventures initiated and structured this transaction, conducted negotiations and acted as the exclusive merger and acquisiton advisor to College Discount Drug, Inc.







When Is
The
BEST TIME
To Sell
Your Business?

**We Have The Answer** 



### **EXPERIENCE**You Can Count On

This announcement appears as a matter of record only

#### Rx Healthcare

has been acquired

Paragon Ventures initiated and structured this transaction, conducted negotiations and acted as the exclusive merger and acquisiton advisor to Rx Healthcare Group







Explore Your Strategic Options



# **EXPERIENCE**You Can Count On

This announcement appears as a matter of record only

#### MediLink

has been acquired

Paragon Ventures initiated and structured this transaction, conducted negotiations and acted as the exclusive merger and acquisiton advisor to MediLink Homecare





# You Have Options!







#### Paragon's Proprietary Prospect Database

5,700 pre-qualified buyers 2,300 pre-screened private equity firms

Paragon's Dedicated Research Team provides on-going development and refinement



### Strategic Options?

Considering a strategic growth acquisition, creating a financial recapitalization or contemplating an exit strategy?

When the decision really matters, use the advisory that really works...

Paragon Ventures.





Harvey Sussman - Owner Mid-Atlantic Infusion Pharmacy Sold to Strategic Financial Buyer

#### Our Transactions Are About People Realizing Their Ultimate Business Goals

After making the hardest decision of my life (to actually sell the business) the next important decision I had to make was who would best represent me and my concerns. The Paragon Ventures team greatly exceeded my expectations in every way, both financially and in the level of care and service I received.



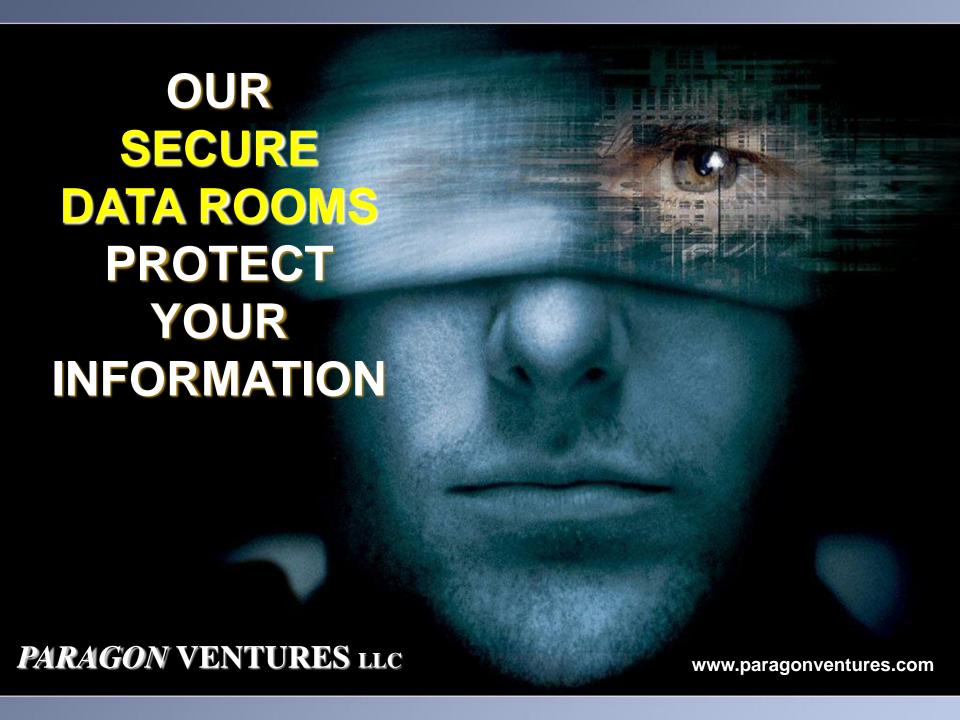






# All Inquiries Are Held Strictly Confidential







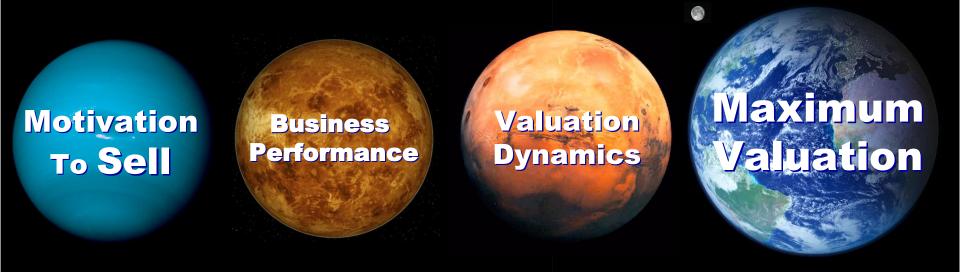
### Are You Plugged In?

### PARAGON VENTURES



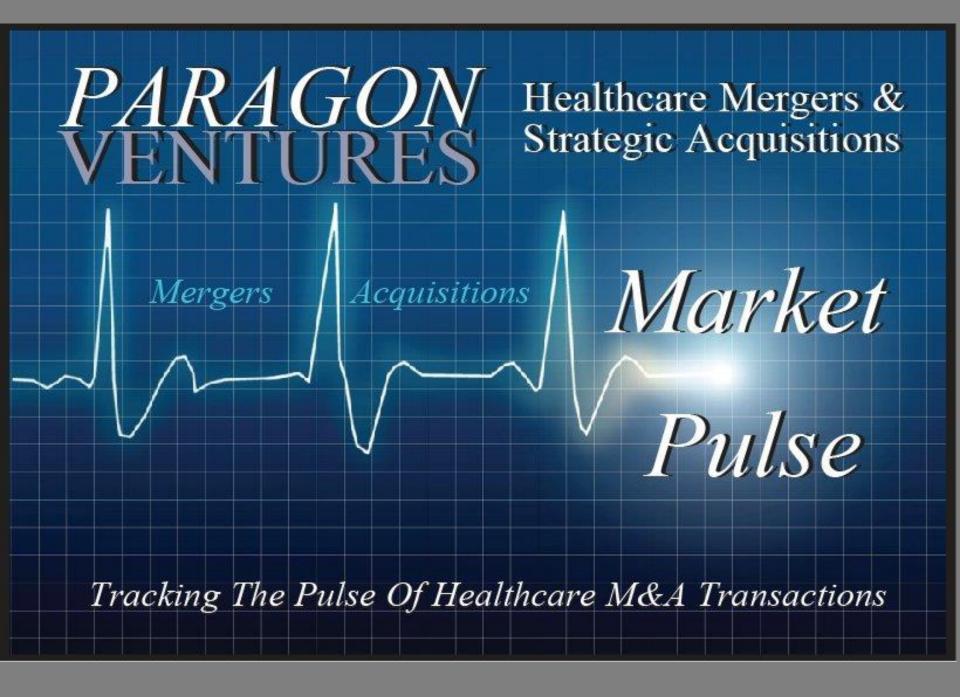
Strategic Acquisitions

#### The Planets Are Aligning



Paragon Is Ready... Are You?





#### **Strategic Options Development**

- Financial analysis
  - Current and projected valuation factors
- AIS Adjusted Income Statement
  - EBITDA assessment
- MAP Market Activity Profile
  - Transaction assessment updates
- Market Assessment Reports
  - Keeping you abreast of the buyer universe
- Exit Strategy and Market Timing Analysis





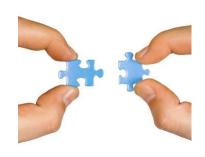
#### **Continuum Consulting**

- Quarterly financial review updates
- Strategic planning management calls
- Market Activity Profile (MAP)
- Access to proprietary network of industry experts
  - compliance, regulatory, legal, market branding
- Acquisition target analysis
  - acquisition analysis including valuation, structure and negotiations\*





# Market Execution "When the time is right"



- Confidential blind introductions to prequalified buyer universe
- Coordinate confidentiality agreements & transactional documents
- Tender Letters of Intent (LOI)
- Transaction Assessment Review including comparative deal matrix
- Coordinate due diligence
- Assist in finalizing purchase agreement and closing



#### Our confidential process includes

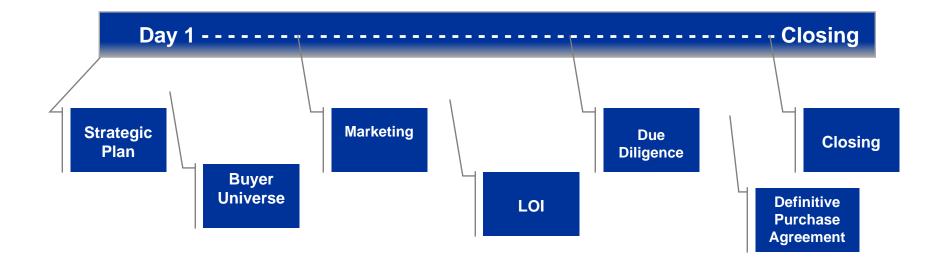
- Expert Analysis
- Strategic Guidance
- Deep Industry Relationships
- Proprietary Resources
- Prequalified Capital
- Targeted Contacts



# To Execute The Strategic Options That BEST FIT Your Goals







We manage the process on a defined timeline, based on the Seller's preferences and altered only by market conditions or Seller's option.



#### **Case Study**

#### Client # 1:

Model: Medical Supply Distributor

Offer 1: Financial Buyer – 8mm

Offer 2: Strategic Buyer – 11mm

Offer 3: Strategic Financial Buyer – 13mm

#### Performance

A well planned &
executed
M&A
strategy
produces superior
results

These are actual results realized by Paragon Ventures' clients.

Call us today and discover how our experience and expertise can quietly unlock maximum value in your business.



#### **Case Study**

#### **Client # 2:**

Model: Pharmacy – Infusion, Specialty

Offer 1: Strategic Buyer – 13mm

Offer 2: Financial Buyer – 15mm

Offer 3: Strategic Financial Buyer – 21mm

#### Performance

A well planned &
executed
M&A
strategy
produces superior
results

These are actual results realized by Paragon Ventures' clients.

Call us today and discover how our experience and expertise can quietly unlock maximum value in your business.



800-719-1555 www.paragonventures.com

# Considering Your Strategic Options?



Ask us About Our Excusive
Healthcare
Mergers and Acquisitions
Toolbox

#### **Get Answers You Need to Explore Your Options:**

- When is the RIGHT time to sell?
- Do you know how much your business is worth?
- Strategic Buyer or Private Equity You have Options!
- Market Realities A Candid Discussion
- The Process Critical Steps To The Closing Table



#### **Considering Your Strategic Options?**



# 5

#### **Essential Steps To Maximize Value**

- Develop a diversified customer base and payor mix
- Establish and maintain positive trend in revenue and earnings
- Nurture a strong, well trained management team and staff
- Utilize state-of-the-art technologies to improve operational efficiences and reporting capabilities
- Hire an M&A team of professionals with experience, expertise and a track record of success specific to your business





# Our Dashboard Tracks Your Growth & Market Performance To Target Strategic Options & M&A Opportunities



#### **Performance Dashboard**



#### **Key Metrics**

Financials / Balance Sheet

**Growth Trajectory** 

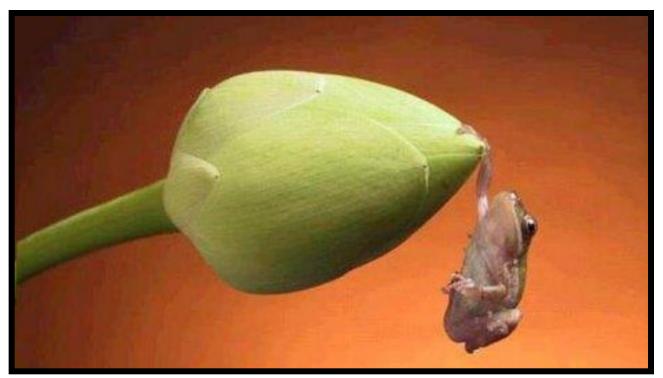
**Business Operations** 

**Market Options** 

Stakeholder Goals

800-719-1555





### We focus on the little details that make a difference.

# Do you know the CURRENT market value of your business?

### We do!



Call Us Today For A Confidential Consultation

800-719-1555