

Revenue Cycle Management Systems & Services

Overview

A leading private equity firm has engaged Alcon Partners to identify a platform acquisition in Revenue Cycle Management (RCM). Ideal candidates provide software or services to effectively manage reimbursement. Targets could provide services at various stages of the revenue cycle, with strong interest in both front-end and back-end capabilities.

Investment Criteria

Specific criteria for investment are as follows:

- Areas of interest
 - Front-end services
 - Scheduling and patient access
 - Eligibility verification
 - Patient management
 - Out-of-state Medicaid processing
 - Back-end services
 - Denial management
 - Underpayment detection and recovery
 - Third-party liability
 - Workers' compensation
 - Motor vehicle accidents
 - Veterans Affairs
 - Revenue integrity and claims data integrity (CDI)
 - Preferred end markets include specialty medical practices, post-acute providers, and ambulatory surgery centers
- Financial
 - \$5+ million ARR
 - \$1+ million EBITDA preferred
- Ownership
 - Founder, family, or employee-owned
- Geography
 - US headquarters

Transaction Structure

- Buyout or majority recapitalization
- Preference to partner with existing leadership, with ongoing economic participation if desired

Contact

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