

Revenue Cycle Management – Specialty Physician & EMS

Overview

A private equity firm has engaged Alcon Partners to identify a U.S.-based Revenue Cycle Management (RCM) services provider focused on specialty physician and emergency services billing as an add-on opportunity for an existing portfolio company. Targets should deliver outsourced RCM for one or more of the following specialties: anesthesiology, radiology, pathology, emergency medicine, or ambulance/EMS. Providers with demonstrable expertise navigating complex reimbursement environments, payer rules, and specialty-specific workflow requirements are of particular interest.

Investment Criteria

Specific criteria for investment are as follows:

- Services of interest
 - Anesthesiology
 - Radiology
 - Pathology
 - Emergency medicine
 - Ambulance / EMS
- Customer profile
 - Specialty physician groups
 - EMS
 - Hospitals
- Financial
 - At least \$5 million in revenue
- Geography
 - United States
 - Majority U.S.-based employees preferred

Transaction Structure

- Buyout or majority recapitalization, providing a partial liquidity event for existing ownership and/or to meet other current or future capital needs of the business
- Material ongoing economic participation by existing owners or management, if desired

Contact

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