



LAWRENCE, EVANS & CO., LLC

Investment Banking ▪ Healthcare Finance ▪ Consulting

Project Midwest Healthcare RCM Analytics Coding

Opportunity – Requested \$8,000,000

Project Midwest Healthcare RCM, Analytics, and Coding Company (“RCM” or “Company”) offers healthcare analytics, RCM, coding, consulting, and other support services which are designed to address the coding, reimbursement, compliance, operational and care challenges that are faced by hospital-based specialty medical practices including Anesthesiology, Pathology, Emergency, and Radiology. Currently, the Company is seeking up to \$8,000,000 financing to fund debt/equity recapitalization, technology acquisition, organic growth, and working capital. In 2017, the Company is expected to generate more than \$15,000,000 in revenue and over \$2,000,000 in core RCM EBITDA.

Historical and ProForma Financial Results					
Year Ending	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017
	Audit	Audit	Audit	YTD 11/30	Projected
Revenue	10,699,000	10,706,000	11,842,200	15,306,095	15,000,000
RCM/Core EBITDA	1,901,000	1,929,000	1,963,000	2,280,000	2,500,000
EBITDA	311,000	312,000	(273,211)	388,920	800,000

The Company is led by an experienced management team with over 90 years of combined, relevant healthcare industry and operations experience. The Company is one of the top 20 largest independent RCM companies in the U.S and has 80 employees within the U.S. and 110 agents in India through its partnership. Since the inception of the Company, it has developed multiple proprietary technology platforms:

- Big Data Analytics utilizing unstructured data
- Revenue Cycle Management proprietary system
- Managed Imaging Workflow Distributed Imaging

Investment Considerations

- *Strong marketing strategy*
- *Experienced management and dedicated staff*
- *Established relationships with more than 60 hospital-based specialty medical practices*
- *Proven ability across each solution to deliver a high level of service performance at an affordable cost*
- *Scalable business with proprietary healthcare technology*

Neil Johnson

Managing Partner

614-448-1304

njohnson@lawrenceevans.com

Weian Ye

Analyst

614-448-1304

wye@lawrenceevans.com