



## **Healthcare Collections Specialists – NYC Metro**

### **Reference No. 125045**

Revenues: \$ 4,200,000

Cash Flow: \$ 2,360,000

Asking price: \$ 9,000,000

### **Opportunity Summary**

This is one of the New York City area's premier healthcare receivables collection companies. Since its founding in 1999, the company has been growing at a rate of 30% per year. The company counts most of the major hospitals in New York City, Westchester and Long Island as its customers to whom they provide valuable services in the areas of third-party insurer resolution and collection, patient medicaid application and insurance appeals. These well-established relationships and the outstanding results and reputation of this company have given it a firm foothold in a market which is otherwise tough to penetrate. The company's 30 high caliber employees have significant industry experience and a low turnover rate with this company. While the company has chosen to focus on three specific areas of receivables management, there is ample opportunity to leverage these relationships to provide other services as well. The asking price is well justified by the company's position in the industry, its relationships, strong financial performance, and great potential for further growth. This is an excellent opportunity for a strategic buyer seeking to break into the New York market or expand its capabilities, a financial investor making investments in the healthcare outsourcing sector or for an entrepreneur looking to invest in a successful and well-established business.

### **Competition**

There are a number of legitimate competitors in the New York market ranging in size from similarly sized firms to large organizations which provided many services to many industries. This company has focused its efforts, thus outperforming most competition by virtue of its exceptional collection rate and high level of personalized service; the result has been exceptional profitability.

### **Opportunities**

Significant opportunities for expansion exist. The company concentrates on hospitals and nursing homes in the New York Metropolitan area. With its proven track record of success, the company can certainly expand geographically as well as expand its customer base to include physician's offices and clinics. Opportunities also exist to add other collection and billing services such as collection on self-pay.



**Facilities**

The business is located in Nassau County, Long Island (approx. 30 miles from Manhattan). It occupies roughly 3,000 s.f. of office space. The lease has 3 years remaining with an option to renew. The business is relocatable.

**Seller Involvement**

Sellers will help with the transition and are available to remain with company for an extended transition if so desired.

**Seller Financing**

Some seller financing is available to the right buyer.

**Contact**

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