

## DURABLE MEDICAL EQUIPMENT HOME MEDICAL EQUIPMENT

Diversified revenue base & strong growth opportunities  
Seller willing to remain for transition period

2013 Revenues: \$10.3MM

Location – Gulf Region

2013 EBITDA: \$2.5MM

This Company is a diversified, JCAHO accredited home medical equipment company. The Company operates in the Home Medical Equipment (HME) and Durable Medical Equipment (DME) industries. They provide oxygen, respiratory and DME to patients in the home through referrals from hospitals, home health, hospice, and niche markets like VA medical centers. The Company has six locations across their state of operation. Workman's Compensation, Medicare, Medicaid, third party payors and state rehabilitation provide a stable base of diversified revenue.

### Why Should You Buy This Business?

- ★ **Acquire a Market Leading Company Serving a Market with Significant Growth Potential.**
- ★ **Expand into a New Geographical Region:** Turnkey operation with experienced workforce; decade-plus long tenure of many of the key management and certified personnel; owners will remain for a transition period.
- ★ **Tap into a Diverse Revenue Stream:** At only 43% of sales, the Companies' revenue is strongly diversified beyond Medicare and Medicaid reimbursements.
- ★ **Enter a High Growth Market** with high barriers to entry via a well-established market leader.
- ★ **Leverage a Strong Balance Sheet:** exceptional balance sheet supported by A/R and hard assets.

**A TREMENDOUS OPPORTUNITY TO ACQUIRE A WELL-ESTABLISHED &  
WELL-RUN BUSINESS POISED FOR GROWTH!**

### Company Highlights

**Solid Foundation:** In 1985 it was the second Company in the country to achieve JCAHO accreditation (Joint Commission Accredited Health Organization), signifying a standard of quality critical to operating successfully in this industry.

**One-Stop Shop:** diversified product line allows customers to obtain a fully serviced and complete medical equipment package from one source.

**Service built on integrity:** Since the Company's beginnings back in 1985, service to the customer has been the number one priority from the delivery, to training, repairing, answering follow-up questions, and more.

**Sophisticated and Well-trained Internal Billing Department:** employs approximately 10 highly trained individuals giving management the ability to quickly shift attention to most effectively manage receivables.

**Integrated and Industry Specific Software:** The Company is currently in the process of converting to a fully integrated, HME industry specific software system – Caretinum® that will also provide customized off-site back-up.

**Biomed Department:** two highly qualified employees certified in the repair and maintenance of all equipment. This allows the Company to efficiently and profitably leverage their large inventory of medical equipment.

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THIS COMPANY REPRESENTS A UNIQUE OPPORTUNITY FOR A BUYER TO ACQUIRE A STABLE AND REPUTABLE OPERATION IN A DESIREABLE MARKET WITH SIGNIFICANT INTANGIBLES AND GROWTH PROSPECTS.

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