

# EXISTING CARDIAC & VASCULAR LAB ACQUISITIONS



*Managing a cardiac and vascular lab in today's healthcare environment is more challenging than ever before. Many physicians are finding that the administrative burdens of handling day-to-day personnel and purchasing decisions, dealing with regulatory and compliance issues and juggling receivables and reimbursements are getting in the way of the reason they started their lab in the first place – providing the highest possible level of care for patients.*



## **Sustainable majority ownership model.**

NCP is the market leader in the development of free-standing, independent outpatient cardiac and vascular labs throughout the U.S. Physician-partners are given complete clinical control and majority ownership, while offering patients the highest level of care available – all outside of the traditional hospital setting.

## **You're not alone.**

Strong physician partnerships are the cornerstone of success for the NCP business model. Whether your existing lab needs administrative changes, facility improvements and new equipment – or simply a new partner to take over management challenges, NCP has the people, processes and infrastructure to help. Our strong network of physicians and partnerships immediately delivers quality benchmarking and a larger group of best practices, enhanced buying power and an experienced community of like-minded physicians to help existing labs improve their current operations. You will no longer be on an island by yourself.

## **It's a win for existing labs.**

Every lab is different and NCP approaches individual lab opportunities with your group's best interests and unique challenges in mind. Our primary goal is to deliver a sustainable, profitable and successful transition for every lab investment. Physicians remain in control in a majority ownership position, while NCP's minority ownership is large enough so that we maintain a steadfast commitment to the long-term success of each lab.

## **Frequently Asked Questions**

### **Why partner with NCP?**

- Track record of success
- Access to capital
- Industry leader and first mover in the market

### **What can NCP do to improve existing distributions?**

- Increase operational efficiencies
- Substantial savings on supplies and equipment
- Expand scope of services
- Payer contracting expertise

### **What value can NCP bring to your existing clinical team?**

- Regulatory oversight and voice of physician partners
- Clinical benchmarking
- Be part of the NCP network of physician partners and labs

### **How can NCP help you embrace the future?**

- Identify and recruit new physician providers
- Expand scope of services
- Strategic business partner focused on cardiac and vascular labs
- Continuously identifying growth opportunities for our labs and physician partners
- Opportunity for future health system or hospital partnerships

## **Getting started is easy.**

- High-level vision meeting
- Preliminary due diligence, planning and package development
- LOI with a proposal for consideration



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