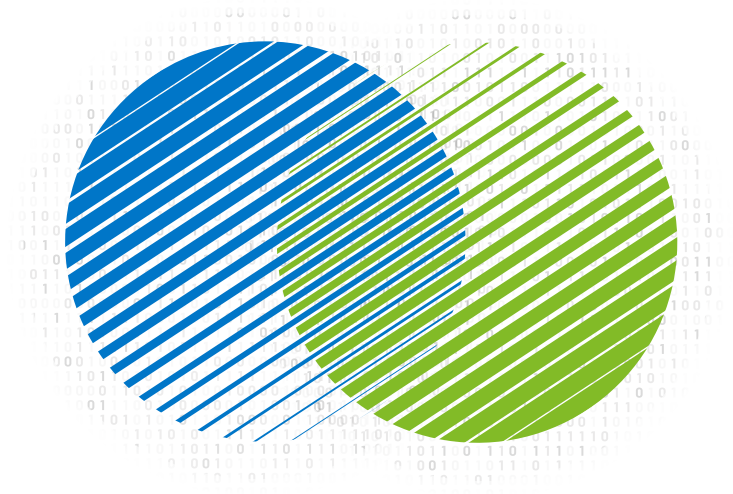


# LAB MERGERS & ACQUISITIONS



## The handling of IT with M&A is critical; we can ensure success.

Most small- to mid-sized labs today see mergers and acquisitions (M&A) as a planned exit strategy. While each M&A is unique, all have one commonality: the correct handling of IT departments is fundamental to success.



### Prepare

**We'll partner with you to create a roadmap to anticipate and avoid potential problems. This includes:**

- Allowing adequate time for assimilation of new functionality into lab processes.
- Selecting the right technology to align with both budget and growth potential.
- Managing a balance of profitability and IT spending.
- Managing in-progress and new contracts to ensure optimal timing.

### Process

**Managing goals and communicating clearly is crucial to a smooth M&A. We'll work with you to:**

- Maintain confidentiality with internal staff and external partners.
- Manage staff stability; we'll build strategic options to avoid losing intellectual capital.
- Create documents for the new buyer.
- Understand the buyer and what goals are important to them.

### Post Process

**We follow through by providing support even after initial goals have been completed. This includes things like:**

- Transitioning current projects to the new team.
- Retaining key staff to maintain existing technology.
- Assisting in the transition of clients, technology and data.
- Making the transition as seamless as possible, with minimal disruption.

Shoring up your lab's IT offering before an M&A is increasingly important the closer your company gets to an acquisition. Engage our strategists early to make sure your company is ready for a smooth and efficient transition.

**Contact us for a consultation: 855-487-4822 or [info@ushealthtek.com](mailto:info@ushealthtek.com)**