

## **Why Consult Delta Health Care?**

### **Groups merge for many different reasons including:**

- \* Negotiating clout with payers
- \* Development of ancillary services
- \* Response to competitive threats
- \* Aid in physician recruiting
- \* Access to management talent
- \* Capital access for technology

In our decades of experience, the single biggest predictor of merger success is to critically answer the basic question:

### **Why do you want to merge?**

We help you clarify that question, give you a reality check of your situation, and show you what you might reasonably expect to accomplish.

You benefit from our tried-and-true plan of action. Delta's unique, *cost-effective* approach to mergers is designed to minimize up-front costs while answering the critical questions and building consensus.

We start with a Feasibility Process that examines *why you want to merge* and systematically overlays our experience to your specific situation. Then we make recommendations accordingly. (Clients value our objective view of each situation. We have actually recommended groups *not* merge).

The next steps examine strategic opportunities, legal issues, operational issues, a long-term business plan, and an implementation plan.

You benefit from our experience in execution. We have facilitated dozens of mergers. Your work is handled only by experienced, senior consultants. A partner will head your merger team, and other specialists are called in on a "just in time" basis so their meter is not constantly running. Our Case Studies illustrate our success better than flowery words.

You benefit from our timely, concentrated focus on your project and from better control for confidentiality and privacy that come from a smaller consulting company.