

# Roadmap To Mergers & Acquisitions In The Healthcare Industry

Deciding to merge or become acquired is a big decision. While every merger and acquisition is different, Vector Medical Group's roadmap will give you an idea of what to expect and how our team will support you during this important process.



## Letter of Intent

After we identify an ideal partner, we'll help you negotiate and sign a Letter of Intent to begin the due diligence phase.



## Concept Phase

Do you want to merge? What are your goals post-acquisition? What are the implications of merging right now? In the concept phase, Vector Medical Group will help you consider if a merger makes sense, undertake initial feasibility assessments, and consider an appropriate merger structure.



## Due Diligence

This phase is critical to ensuring the partnership is a good fit. We'll closely examine the potential partner's finances, mission, activities, programs, culture, operating practices, and more.



## Negotiation

We'll facilitate and help negotiate all the important details, including:

- Create a preliminary merger plan
- Establish integration committee
- Determine terms of the merger
- Raise issues/concerns
- Facilitate Q/A sessions
- Create objectives for the integration committee
- Sign necessary paperwork



## Pre-settlement

VMG will help prepare for the settlement and complete all conditions outlined in the Deed of Merger.



## Settlement

Your merger is finalized. **Congratulations!**



## Post-Merger

Once you've signed on the dotted line, we'll continue to support your new organization. **We ensure a successful transition by:**

- Clarifying roles
- Team building
- Creating working committees
- Canceling registration of entities that no longer exist
- Negotiate new contracts

Interested in starting your journey?

**Take our 8-minute survey to get started**

[vectormedicalgroup.com/8-minute-survey](http://vectormedicalgroup.com/8-minute-survey)