

Baldwin & Clarke

CORPORATE FINANCE, INC.

CLIENT SUCCESS CASE STUDY

A STRATEGIC COMBINATION LEVERAGING THE UNIQUE SKILLSETS OF TWO WELL-POSITIONED, SYNERGISTIC PARTNERS

The Situation

The senior leadership of Compass Health Advisors created a transformational, cloud-based, software tool designed to improve cost, transparency, and patient engagement within the healthcare industry. The Company achieved strong traction with many prominent insurance networks, but recognized they required a catalyst to fully capture the market opportunity.

How BCCF Helped

BCCF was hired to help the Management and Shareholders of Compass holistically assess their business plan and strategic alternatives. This process included a valuation exercise in addition to an evaluation of capital markets accessibility for continued organic growth and partnership opportunities. Irrespective of the path, it was critical for Compass to advance their mission of helping employers and patients access high quality, low cost healthcare in a transparent manner.

The Outcome

With BCCF acting as its exclusive financial advisor, the members of Compass completed its sale to Vitals, a synergistic healthcare IT organization. In doing so, Compass and its management team were able to monetize its equity position while also maintaining the ability to capture additional performance upside as its core team continues to expand its transparency tool with the added benefit and financial support of a larger, more scalable organization.

For more information on this transaction, contact [Jack Clarke](#), President, or [Bill Conrad](#), Managing Director, at (603) 668 - 4353.

About BCCF:

BCCF is a division of The Baldwin & Clarke Companies and provides sophisticated investment banking, business valuation and corporate financial advisory services to small and middle market entrepreneurial companies and divisions of publicly traded corporations.

MERGERS & ACQUISITIONS | FINANCINGS | BUSINESS VALUATIONS | FINANCIAL ADVISORY



COMPASS
HEALTHCARE ADVISORS

has been acquired by



MDX Medical Inc. d/b/a Vitals

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