



# Healthcare Valuation

*THE VALUE OF CLARITY*



## GAINING CLARITY WITH PYA'S VALUATION SERVICES

# THE VALUATION EXPERTISE YOU NEED

PYA provides you with clear decision support for challenging healthcare valuation issues. You can rely on our comprehensive understanding of the healthcare regulatory environment and operational challenges and opportunities, coupled with our team's specialized technical expertise to support your affiliation efforts, transaction planning and execution, and financial and regulatory reporting needs.

With decades of experience in healthcare valuation, our nationally recognized experts provide clarity and objectivity. We employ a highly collaborative and transparent approach to help you solve your most complicated valuation issues.

Our commitment to client service ensures you receive tailored solutions – clarity you can rely on for making sound business decisions.

## PYA: THE VALUE OF CLARITY

In an industry driven by credentials, our talented teams have the alphabet covered...

AAPC ICD-10-CM INSTRUCTOR, ABV, AM, AMLP, ASA, ASC-EM, BSN, CBA, CCE, CCIM, CCM, CCS, CCSFP, CCVTC, CCVTS ICD-10-CM TRAINER, CEMC, CFA, CFE, CFP, CFF CHC, CHCA-F, CHP, CHQP, CIA, CIRA, CISA, CMA, CMPE, COSC, CPA, CPC, CPC-I, CPHQ, CPM, CPMA, CRCM, CRE, CRMA, CVA, FACHE, FHFMA, IACCP, JD, LLM, MAcc, MAFF, MBA, MC, MHA, MPA, MPH, MS, MSHA, MSHI, MST, PCMH, PHR, PMP, RHIA, RN, SHRM-CP, SHRM-SCP

When experience matters, PYA's experts provide

**1500**  
Healthcare  
valuation opinions  
ANNUALLY



## COMPENSATION VALUATION SERVICES

- Physician arrangements
- Management services
- Marketing agreements
- Key opinion leader/healthcare professionals
- Commercial reasonableness of agreement terms



## RELATED SERVICES

- Calculation of work relative value units
- Pre/post-transaction financial and operational diligence
- Black box analyses
- Coding review and education
- Operational integration



## BUSINESS & ASSET VALUATION SERVICES

### Business enterprises

- Health systems
- Ambulatory care facilities
- Physician practices
- Managed care entities
- Healthcare adjacent entities (technology, medical device, etc.)

### Healthcare intangible assets

- Brand
- Certificate of need and licenses
- Technology
- Data

### Healthcare real estate assets and arrangements

- Hospitals/medical offices/ambulatory surgery centers/cancer centers
- Acquisition/disposition asset values
- System-wide fair market value rent reports
- Timeshare/session/part-time leases
- Ground leases/easements/insurable values

### Personal property assets

- Medical equipment
- Furniture, fixtures, leasehold improvements
- Physical inventory of assets
- Asset lease rates





**Carol Carden**  
 Managing Principal of  
 Compensation Valuation  
 Planning & Design



**Angie Caldwell**  
 Principal  
 (Valuation)



**Tynan Kugler**  
 Principal  
 (Valuation)



**Annapoorani Bhat**  
 Principal  
 (Valuation)



**Matt Warren**  
 Principal  
 (Valuation)



**Chad Kamman, MAI**  
 RTG - Director, Healthcare  
 Real Estate Valuation

# Help is our culture. Relationships are our passion.



In our hearts, we are a service organization—service to our clients, to our industries, to our communities, and to each other. Based on decades of our stories, these core values are what set us apart. They come from within—reflections of our people and our commitment to helping however we can.



## The PYA Way

We Are Radically **Responsive**.

We Strive for **Excellence** (Not Perfection).

We Are **Compassionate**.

We Are Lifelong **Learners** and **Teachers**.

**Integrity** Is Non-Negotiable.

We Are **Authentic**.

We Are **Honest**.

