

## Insights for Driving Success

In episode 19 of *Insights for Driving Success*, we explore the challenges of bifurcating companies in the healthcare industry and how divesting part of a business can further complicate challenging healthcare M&A deals.

### Challenges and Considerations of Bifurcating a Healthcare Company



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In this video Jonathan Killion, Managing Director, and Keith Daniels, Partner, speak to the specific considerations that need to be made when bifurcating companies in the highly regulated healthcare industry. Some critical issues to address that are unique to a healthcare divestiture include licenses, transaction service agreements, patient data, and payer and supplier contracts. Jonathan and Keith also discuss how identifying the overlaps and gaps between a business and a potential acquirer is essential to streamlining the process and achieving an effective healthcare M&A transaction.

For more on Carl Marks Advisors' healthcare expertise:

- [The Effects of Healthcare Reimbursement Rates on Companies](#)
- [Case Study: Shifting Strategies to Achieve Strategic Acquisition of Top Nuclear Pharmacy Network](#)
- [If We Build It They will Come; Importance of Understanding Healthcare](#)

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