



PINNACLE

Quality of Earnings Team Experience

Over the past 25+ years, Pinnacle has developed a repertoire of resources and services specific to the operation, planning, and transaction support of healthcare organizations. Our team of Chartered Financial Analysts and Certified Public Accountants are uniquely qualified to deliver healthcare informed analysis for transactions in this market niche. At Pinnacle, we pride ourselves on providing detail oriented, in-depth analysis that is customizable to meet the specific needs of a multitude of different healthcare related entities.

In addition to quality of earnings analysis, Pinnacle’s expertise includes coding, revenue cycle services, business valuation, real estate consulting, compensation valuation, and fixed asset appraisal services that can support transactions, as needed.

To learn more, contact
Curtis Bernstein at
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or **720-598-1431**

Experience with Local Market / Similar Organizations

Pinnacle understands the uniqueness of healthcare services and practices, and more importantly, Pinnacle recognizes that, while trends may evolve nationally, healthcare delivery is local. Whatever strategies are developed and subsequently implemented must recognize and account for the nuances of the local environment. Pinnacle has supported many clients and is familiar with local laws and regulatory environments. Pinnacle will utilize knowledge of the local market to inform our quality of earnings analysis, ensuring the results reflect applicable facts and circumstances.

Pinnacle also has significant experience working in many subsectors of the healthcare industry, including ophthalmology, nephrology, ambulatory surgery centers, primary care practices, specialty physicians, and telehealth. We appreciate the unique challenges associated with performing due diligence within these organizations and have the resources and capabilities to identify and understand the nuances within their businesses. Below are examples of recently completed projects involving due diligence and transaction services within the specified subsectors.

Specialty	Organization / Description
Nephrology	Strive Health: Quality of earnings report, buy-side financial due diligence for a large dialysis center and two home dialysis units.
Primary Care Practices	Rochester Regional Health System: Due diligence, valuation consulting services related to separate proposed acquisitions of 30+ primary care and specialist physician practices in New York by a health system.
Ambulatory Surgery Centers	MD Healthcare Partners: Valuation and due diligence consulting services related to the acquisition of a gastroenterology focused ambulatory surgery center.
Specialty Doctors	Sovereign Healthcare: Buy-side financial due diligence and forensic accounting for a pain management clinic.
Telehealth	Quadrant Management: Quality of earnings report, buy-side financial due diligence for a maternal fetal medicine service provider specializing in remote evaluation of ultrasounds.

Pinnacle Employees Who Support Quality of Earnings

Pinnacle's services encompass technical expertise and experience, responsiveness to client requirements, capacity and flexibility, and practical / proven deliverables. Pinnacle is more than a valuation firm and is backed by a diverse, experienced, and qualified team. Our staff has undergone extensive training which includes graduate level degrees in business and healthcare administration, special industry certifications, and many years in the industry. Pinnacle prides itself in having more experience than competitors, while our rates (and total project fees) are favorable for our clients. We consider the following key differentiators in the marketplace:

- 100% of firm resources dedicated to the healthcare industry
- Diverse expertise and practical industry knowledge base
- Client responsiveness and long-term relationships
- Lower cost / higher value

All of Pinnacle's staff are healthcare professionals with numerous years of hands-on managerial and subject matter experience. Pinnacle is confident the parties will find our collective complement of resources second to none.

Quality of Earnings Team and Project Support



Curtis Bernstein
CPA/ABV, ASA, MBA
Partner

Primary Client Representative

Curtis has two decades of management in the due diligence and transaction services settings. Curtis got his start in a large national health system managing the financial data at both a hospital and regional level. Curtis also oversaw all financial and operational aspects of the southeast market for a large publicly traded pathology company. For the past decade, Curtis has focused on strategic and valuation consulting services around the healthcare industry. He has been at the forefront of developing and valuing new compensation plans to comply to ever changing healthcare reimbursement models and regulations. This experience has allowed him to hold leadership positions within HFMA, AHLA, NACVA, and the ABA Health Law Section.



Drew Hoffman
MHA
Partner



Kelly Conroy
Principal, Value-Based Care
Subject Matter Expert



Lori Carlin
CPC, COC, CPCO, CCS, CRC
Principal



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