

United Kingdom Healthcare Advisory

Case Studies



Engagement
Type

Transaction Diligence

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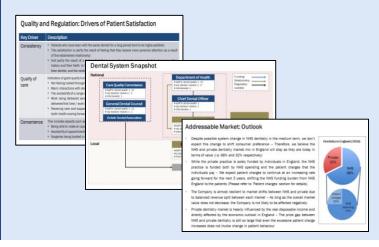
Situation

A multinational private equity client considering an investment in a UK dental chain exposed to a mix of NHS and private pay sought to understand how regulatory and reimbursement changes were likely to impact this balance, the key drivers affecting private consumers' purchasing decisions and the reputation of the company with regulators.

A US-based multinational private equity client was considering an add-on investment of a UK care home information service to their portfolio.

- Analysed dental market funding and reimbursement and evaluated impact on payer blend (NHS and private)
- Analysed proposed NHS dental payment reforms, interviewed dental practices testing the new payment models and assessed potential reform impact on the company
- · Conducted in-depth qualitative interviews with patients
- Benchmarked quality and reputation against key competitors

Description of Marwood's Work and Analysis



- Provided a national overview of the UK social care landscape supported with a detailed analysis of the care home reimbursement outlook.
- Identified key policy headwinds, including the Comprehensive Spending Review 2010, Health and Social Act 2012, and Care Act 2014, and assessed implications for the company.
- Offered an expert outlook across specialist information providers for elderly people, alongside an in-depth analysis of specific, critically relevant, revenue streams for the organisation

