

The Due Diligence Behind a \$187 Million Home Health Acquisition



OVERVIEW

When a leading post-acute care provider set out to acquire 54 home health and hospice locations across the Southeast, the opportunity was significant, but so were the risks.

The \$187 million transaction represented a major expansion of the organization's footprint, with approximately 70% home health and 30% hospice operations spread across multiple markets. To ensure the investment delivered long-term value, leadership needed a clear understanding of the operational, clinical, financial, and compliance realities behind every agency.

To accelerate decision-making while reducing acquisition risk, the organization partnered with SimiTree to conduct a comprehensive due diligence assessment across the entire portfolio.

THE CHALLENGE

Complex healthcare acquisitions rarely come with standardized systems, consistent documentation practices, or uniform financial performance.

With 54 agencies under review, leadership faced critical questions that would directly influence valuation, integration planning, and future growth:

- Which agencies were positioned to drive immediate growth?
- Where could operational, financial, or compliance risks impact performance?
- How should integration be prioritized across dozens of locations?
- How could the organization maintain transaction momentum without sacrificing diligence?

The scale of the acquisition demanded a disciplined, data-driven approach capable of uncovering both opportunity and risk across every market.

SIMITREE'S APPROACH

SimiTree deployed a comprehensive operational, billing, compliance, and financial review designed to provide leadership with a complete picture of performance across all target agencies.

Leveraging deep home health and hospice expertise, SimiTree evaluated each location through multiple lenses, including:

- Agency-level billing and compliance assessments
- Operational performance reviews
- Financial health and reimbursement analysis
- Documentation and workflow evaluations
- Identification of integration challenges and performance gaps
- Executive-level reporting to support acquisition decisions

Rather than focusing solely on historical performance, the assessment identified each agency's readiness for integration, scalability, and future growth potential.



WHAT THE ENGAGEMENT ENABLED

Armed with actionable insights, leadership was able to move forward with confidence, clarity, and speed.

ACCELERATED GROWTH IDENTIFICATION

SimiTree helped quickly identify high-performing agencies with strong expansion potential, enabling leadership to prioritize strategic growth opportunities across the portfolio.

EARLY RISK DETECTION

Potential compliance, reimbursement, operational, and documentation risks were surfaced before closing, allowing mitigation plans to be developed proactively rather than reactively.

FASTER INTEGRATION PLANNING

With a clear understanding of agency-level strengths and challenges, leadership was able to develop a more effective integration roadmap while maintaining deal velocity.

TURNING INSIGHTS INTO EXECUTION

Following the acquisition, the organization launched a phased integration strategy informed by both previous acquisition experience and SimiTree's due diligence findings.

Key initiatives included:

- Implementing a standardized operating model across acquired agencies
- Aligning branding and organizational structures
- Consolidating systems, workflows, and operational processes
- Prioritizing integration activities based on agency readiness and risk profiles

Because leadership entered the transition phase with a detailed understanding of each location, integration efforts could be sequenced strategically and executed more efficiently.

THE OUTCOME

The acquisition moved forward with greater confidence, stronger risk visibility, and a clearer path to operational alignment.

Instead of uncovering challenges after closing, leadership gained critical insight before integration began, allowing teams to focus on execution, performance improvement, and long-term value creation.

By providing deep operational, clinical, and financial visibility across all 54 locations, SimiTree helped transform a complex acquisition into a structured growth initiative positioned for scalability and sustained success.

INDUSTRY PERSPECTIVE

As consolidation continues across post-acute care, successful acquisitions require more than financial analysis and deal structuring — they require a deep understanding of how agencies perform at the operational and clinical level.

SimiTree helps healthcare organizations navigate complex transactions with confidence by delivering the insights needed to reduce risk, accelerate integration, and maximize the value of every acquisition.



