



PROJECT CROWN

Hospital Focused Revenue Cycle Management (“RCM”) Company
Growth Investment or Acquisition Opportunity

Project Crown (the “Company”) is a Midwest based hospital and healthcare RCM business. Crown’s project work is focused on providing a full-service line of hospital and healthcare-specific, revenue cycle management programs to improve cash flow for both large and small providers and facilities across the country. The Company works more specifically on early out extended business office, denial management, collections and legacy/conversion projects with several large established systems. Since the pandemic the Company has moved to a mostly remote workforce of approximately 60 FTE in the US (no offshore). The organization uses off the shelf software products to support accounts in combination with its own developed proprietary workflow and reporting tools providing a competitive advantage. The company was formed in the mid-2000s and all operations are in the US.

Project Crown - Financial Summary						
(000s)	Compilation		Proj. Base		Proj. Best	
	FY 2020		FY 2023		FY 2023	
Revenue	\$6,335.0	100.0%	\$4,900.0	100.0%	\$8,085.0	100.0%
EBITDA	\$1,217.1	19.2%	\$245.0	5.0%	\$2,344.7	29.0%



Investment Considerations

- Revenue Cycle Management Company – Hospital Focused as well as Pro Fee Billing
- Proprietary tools and analytics to optimize client billings
- Lead Team members to remain
- Certified staff with quality assurance
- Services breakdown: 49% Insurance Follow Up, 44% Self Pay- Precollect, and 7% Physician Billing
- No offshore staffing
- SOC 2 Type II compliant with \$10M insurance coverage

Upon execution of a confidentiality agreement, interested parties will receive additional information.

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