

# United Surgical Partners International

## Development Services

USPIs development strategy is to establish new ventures with leading not-for-profit health care systems, add facilities in existing markets and enter new markets with prominent health system partners. Our goal is to create a network of surgical facilities in a market through a combination of de novo developments, conversions and strategic acquisitions.

### Some of the benefits to a successful partnership with USPI include:

- USPI has significant experience managing and growing surgical facilities emphasizing the development of strong relationships with existing and prospective physician partners.
- USPI has established successful partnerships with many of the nation's most respected health care systems. Our partners include some of the most respected names in the industry. References available upon request.
- USPI has a proven track record in developing a comprehensive growth plan for our surgical facilities.
- USPI's size leverages economies of scale as it relates to management, information technology, purchasing, and managed care contracting.
- USPI has access to capital. Third party financing is not required for development transactions.

### USPI offers three types of development services.

#### I. Acquisition of Existing Surgical Facilities

USPI has extensive experience in the acquisition of existing surgical facilities and the acute awareness of the due diligence and preparation required to provide market valuations and ensure a smooth transition into USPI's network of facilities.

USPI's acquisition services include:

- Financial Analysis and Valuation
- Due Diligence Process
- Partnership/Transaction Document Preparation
- Transaction Closing and Funding
- Operational Transition

#### II. De Novo Development

USPI will coordinate development of the surgical facility from concept formation through licensure and certification.

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USPI's de novo development services include but are not limited to:

- Feasibility and Demographics Study/Partnership Formation
- Facility Planning and Construction
- Negotiation of Lease/Financing Arrangements
- Preparation for Initial Operations

### **III. Conversion of Existing Outpatient Departments**

USPI can assist hospitals in converting their existing outpatient surgery departments into a free-standing joint venture surgical facility.

USPI's conversion development services include but are not limited to:

- Feasibility and Demographics Study/Partnership Formation
- Conversion Construction Planning and Implementation
- Licensure/Accreditation
- Preparation for initial operations