



Valuation and Transaction Advisory Services

Physician Transaction and Business Valuation

Zephyr's team has decades of experience working with clients to evaluate fair value, fair market value and optimal solutions for acquisitions, affiliations/partnerships, make-versus-buy decisions, equitable contractual arrangements and post-COVID provider realities.

Clients and Credentials

Zephyr Healthcare Advisors has assisted hospital systems, independent hospitals, and physician practices, as well as public and private healthcare (for profit and not-for-profit) companies with all stages of transactional support.

Zephyr's Valuation and Transaction Advisory Team includes:

- Certified Valuation Analyst (CVA)
- Certified Business Appraiser (CBA)
- Accredited in Business Valuation (ABV)
- Certified Specialist: Finance and Accounting (CSAF)



Our Services Include:

Compensation Valuation

- Call Coverage
- Medical Directorships
- Income Guarantees
- Clinical Co-Management
- Employment
- Hospital-based Physician Arrangements
- Management Services
- Clinical Services/Professional Services
- Academic & Other Administrative Services
- Clinical Trials
- Risk Sharing and Gain Share Agreements

RFP & Contract Negotiation

- RFP Development and Facilitation
- Contract Development Assistance
- Third Party Contract Facilitation

Business Valuation

- Hospitals
- Physician Practices (ACOs & Independent Practice Associations)
- Other Ancillary Services (Ambulatory Surgery Centers, Labs, Imaging Centers, etc.)

Fixed Asset Valuation

- Fixed Asset Valuation (Furniture, Machinery & Equipment)
- Property Cost Segregation
- Real Estate Valuation

Transaction Assistance

- Due Diligence
- Transaction Facilitation



Valuation and Transaction Advisory Services

We offer expertise in a diverse number of healthcare settings including:

- Hospitals
- Medical Groups and Physician Practices
- Ambulatory Surgery Centers
- Home Health Agencies
- Hospital Providers
- Nursing Facilities
- Health Plans
- Rehabilitation Facilities, including Cardiac Rehab
- Independent Laboratories
- Visiting Nurses Associations (VNA)
- Medical Equipment and Other Tangible Assets
- Management Services Organizations (MSO)

About Zephyr Healthcare Advisors

With decades of experience in the healthcare consulting industry, our team is deeply committed to being a trusted advisor for our clients. We believe that partnering with each client to understand their specific needs is essential.

At Zephyr, we are problem solvers above all else. We use our comprehensive knowledge of the rapidly shifting healthcare industry to create data-driven and customized recommendations for addressing your needs and achieving your goals. By focusing on both short-term and long-range goals, we are able to develop realistic action plans that, once implemented, will move you toward your desired outcomes.

Zephyr Team Biographies

Eric Themm, Chief Executive Officer

Eric is the CEO of Zephyr Healthcare Advisors. He brings 35 years of health care experience advising health systems, hospitals, physician organizations, public entities, non-profit health care organizations and other entities. He has broad expertise in the areas of hospital performance improvement, strategy, transaction advisory, physician/hospital alignment, medical staff development, valuation/FMV/physician compensation, facility planning (inpatient and ambulatory), and Board advisory/facilitation. He leads teams to help organizations reimagine themselves and position for a more viable future. Eric has held previous senior-level positions with Vizient Inc. (National Practice Leader at Sg2), MDS Consulting, and The Camden Group.

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Christopher Majdi, MS, CBA, CVA, Transactions/Due Diligence/Valuation

Mr. Christopher Majdi specializes in finance, valuations, and merger and acquisitions. He has served as a senior valuation consultant and merger and acquisition advisor at various management consulting firms. Mr. Majdi provides technical guidance on diverse engagements including business valuation, compensation valuation and transaction advisory of provider groups, health facilities, risk-bearing entities and intangible assets. Chris has had previous service line responsibility for valuation at MDS Consulting and Premier, Inc.

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