

2<sup>nd</sup> Annual Southwest HC Transactions Conference

# Making Money in a Down Economy: Which Sectors Are Working?\*

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connectedthinking

PRICEWATERHOUSECOOPERS 

# Panel Introduction

## **Moderator:**

Thad Kresho, Partner, Healthcare Transaction Services  
PricewaterhouseCoopers LLP

## **Panelists:**

Howard Deichen, Executive Vice President  
MedAssets

Donald Dillahunty DO MPH, CEO and President  
Primacare Medical Centers

Michael Nadeau, CEO  
Viverae

Ken Ross, Founder and CEO  
Solara Healthcare

# Panel Questions

- What have been some of the “keys to success” for your Company and what strategies are in place/being implemented to remain nimble in this volatile environment?
- How important has M&A been to your Company’s recent success, and how has your view/outlook been impacted on this front given the current M&A environment?

# Panel Questions

- Which market trend do you see as important for your Company to continue growing, and which trend do you see as needing to change to help accelerate growth/success?
- How are the recent actions in Washington (both regulatory and financial) expected to impact your business – positively and/or negatively?
- What are the key changes you feel are necessary to help ‘stem’ the tide with US healthcare costs, and how does your Company fit into the solution, or how would your Company need to change in order to capitalize on the pending opportunities?

# Panel Questions

- Looking back over the past few years, what would you have done differently to make your organization even more successful/profitable?
- Where do you see your company two years from now?

# Q & A

# [pwc.com/ustransactionservices](http://pwc.com/ustransactionservices)



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