

## **EY's Healthcare Practice**

### **Jacques Mulder, EY:**

EY is a very strong legacy in healthcare. We work with a lot of private equity firms. I'd say we do primary diligence—[we] work around the pricing of the transactions. The pre-deal diligence around the technologies, the revenues, all of those things—we get involved. We help with the transaction process, all the way from the identification up front, support through the process, the pre-deal work. Then, very importantly, how we drive the synergy process at the end. I think that's creating tremendous value for our clients.

We bring very deep and very significant expertise from across our firm and that's very important. The footprint that EY has in the U.S. and globally, and the types of skillsets we have that we can draw from, help us design and think through problems in a comprehensive way that is very difficult for anyone else or any other firm to replicate.

Most of our practitioners have had more than 15 years of experience in the system. Many of us have had an entire career in healthcare, either being a hospital administrator or running ER's or just a depth of experience of people that have been there, done that, and have seen that there's a different way we can drive this forward.