

# STRATEGIC SALE

KNOWLEDGE.  
VISION.  
RESULTS.

*IMC Health Care, Inc.*

**IMCHealthCare®**

On-Site Health Centers

*to be acquired by*

 **CERNER®**  
All Together™

## COMPANY DESCRIPTION

IMC Health Care, Inc. manages and operates on-site healthcare centers at employer sites, offering primary, urgent, and occupational healthcare and wellness services. Since 1985, the company has served marquee employers across the United States including Dr. Pepper Snapple Group, Campbell Soup Company, Publix Super Markets, and Toyota Industrial Equipment Manufacturing. As an innovator in the field of on-site healthcare, IMC has differentiated itself through its ability to create customized health centers to match each client's unique culture and specific needs.

## OBJECTIVES

IMC Health Care's management team retained TripleTree as its exclusive financial advisor to assess the merits of a strategic sale due to TripleTree's in depth knowledge of the population health management sector and prior transaction success in on-site employer healthcare. As one of the leading independent companies in a consolidating sector of healthcare, IMC faced a decision: whether to raise financing for further investment in order to continue its success against larger competitors, or to team up with a larger company that found value in IMC's unique capabilities.

## RESULTS

TripleTree led IMC through a targeted process to quickly assess market interest in the company, intended to limit distractions to IMC's management team. Through a highly customized approach to a small group of potential buyers known to TripleTree as having a strategic interest in on-site care, Cerner Corporation was identified as an ideal fit. Cerner, a leader in healthcare technology, was attracted to IMC's track record of successful implementation and operation of on-site healthcare facilities, and its expertise built over more than 20 years of providing occupational health services to a wide range of employers.

Cerner has a wholly-owned subsidiary that has served as its third-party administrator since 2006. In 2006, the company expanded its employer offerings and opened a primary care clinic at its world headquarters campus in Kansas City. Among services offered to Cerner employees and dependents are primary care services, pharmacy, chronic condition management and wellness programs, and an electronic health record and secure messaging capability with providers.

As Cerner seeks to bring its internal success to the approximately 7,600 corporations in the U.S. that could potentially benefit from on-site employer health services, the acquisition of IMC Health Care will augment Cerner's employer health initiatives. Following the acquisition, Cerner will have a complete complement of technology and services to meet the healthcare needs of a wide variety of self-insured employers.

*"TripleTree was the perfect partner due to its unique approach and unparalleled knowledge of the market, enabling IMC to achieve this successful outcome. TripleTree led IMC's shareholders and management through a strategic, targeted process assessing whether to invest further in the company or partner with an acquirer. Ultimately, the opportunity with Cerner was unrivaled." "*

*- Todd Keller*

*Founder & CEO*

*IMC Health Care, Inc.*