

M&A and Partnership Services for the New Era

Healthcare providers across the nation are being forced to evolve to confront the extreme financial toll exacted upon them by the COVID-19 pandemic.

For many, it is driving the urgency to find a partner simply to survive. For others, it's an opportunity to accelerate the pursuit of smart strategic partnerships to build a thriving future.



This crisis has made clear the unique, emotional position healthcare providers hold in their communities, at the intersection of community health, business and politics. Few things are as important – or political – for healthcare organizations than a transaction or major partnership. Lasting success hinges on aligning stakeholders through the event.

We can help.

Having led communications and political strategy for more than \$60 billion in announced healthcare M&A and partnership transactions, you can count on our expertise to steer you through the most complicated collaborations and to ensure a successful outcome.

We specialize in creating effective communication strategies that build internal and community understanding and support for your strategic direction. We work to align and activate your stakeholders as powerful ambassadors for the cause while navigating regulatory and other hurdles. Our clients cover the spectrum of healthcare providers – from hospitals to innovative health services companies.



Not-for-profit health systems



Investor-owned health systems



Behavioral health companies



Post-acute companies



Academic medical centers



Large physician groups



Ambulatory healthcare companies



Other provider organizations

Our unique combination of deep provider knowledge and sharp political thinking leads to transactions that:

ADVANCE

your mission

PROTECT

your reputation

PREPARE

for integration

CLOSE

deals on time

Our Track Record of Success



BON SECOURS MERCY HEALTH



RUTGERS HEALTH



WEST
CANCER



About Us

Jarrard Phillips Cate & Hancock, Inc. is a strategic communications consulting firm devoted to helping healthcare providers navigate change, challenge and opportunity. Ranked a top-10 firm nationally, Jarrard Inc. has guided leaders at more than 500 healthcare organizations across the country through high-stakes moments, including leading communications for more than \$60 billion in announced hospital M&A. Our team of former journalists, political operatives and healthcare executives is built to serve the unique needs and challenges of national health systems and academic medical centers; regional and community health systems; and health services companies.

Interested in learning more?

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