

CASE STUDY

Building a Scalable Endocrinology Practice Network

CWH Advisors designed a physician services growth strategy for a national diabetes equipment supplier, testing the market, acquisition model, operating requirements, and economics of a scalable endocrinology practice network.



CLIENT SNAPSHOT



CLIENT TYPE

National Diabetes Equipment Supplier



INDUSTRY

Diabetes Care & DME



ENGAGEMENT FOCUS

Growth Strategy & Acquisition Advisory



ABOUT THE CLIENT

A national Medicare supplier providing diabetes technology, insurance support, and ongoing patient service.

THE BUSINESS CHALLENGE

Leadership wanted to determine whether physician services could create a durable growth platform beyond equipment distribution.

- Identify new growth opportunities beyond diabetes equipment and reimbursement-driven pressure.
- Determine whether the first acquisition could become a repeatable regional model.
- Test profitability across practice performance, shared services, and DME referrals.
- Define the capabilities required to operate a physician practice.
- Protect patient continuity and physician retention through the ownership transition.
- Establish clear investment conditions before committing additional capital.

OUR APPROACH



DISCOVER

Screened the market against a target profile to identify priority candidates.



MODEL

Tested financial scenarios for expected performance and downside risk.



VALIDATE

Assessed the selected practice for financial, operational, and compliance fit.



DELIVER

Created the ownership structure and transition plan for phased expansion.

OUTCOMES & VALUE DELIVERED



SCALABLE MODEL

Created a repeatable model for acquiring and integrating additional practices.



TARGET PIPELINE

Built a focused pipeline of priority acquisition candidates across the target market.



INVESTMENT CLARITY

Quantified how practice performance, shared services, DME referrals, and insurer policy would affect expected return.



TRANSACTION ROADMAP

Established a clear path to closing with an integration and growth plan.



WHY IT MATTERS

Reimbursement pressure can make adjacent care models attractive, while practice ownership requires a different operating, regulatory, and capital model.



FACING A SIMILAR CHALLENGE?

Let's connect to discuss how CWH Advisors can evaluate new growth platforms and translate strategy into an executable plan.



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