NOVO ADVISORS®

Healthcare & Life Sciences Practice

Novo Advisors specializes in business turnaround and performance improvement for middle-market companies. When businesses reach critical inflection points, Novo brings expertise and a fresh perspective to navigate these challenges. Through listening and analysis, our team immerses itself in the business to tailor solutions for sustainable change.

We also provide interim management, value creation, performance improvement, transaction advisory, and forensic and dispute advisory services. Our professionals are drawn from top-tier firms, offering decades of experience in financial planning, data analytics, and operational leadership. With a commitment to collaboration and high standards, Novo Advisors consistently delivers optimal outcomes.

Navigating Healthcare's Toughest Challenges

Novo Advisors' Healthcare & Life Sciences team has collectively logged decades of strategic, operational, and analytical expertise in the industry. We work closely with our clients, sponsors, and lenders to respond to the many challenges facing the ever-changing sector, including rising costs, complex regulatory requirements, fragmented data systems, supply-chain disruption, and reimbursement pressure. We collaborate seamlessly with our turnaround and performance improvement teams to translate clinical, operational, and financial data into actionable insights that drive sustainable results.

Our clients include not-for-profit and for-profit health systems, critical access hospitals, general and specialty physician practices, continuing care retirement communities, pharmacies, contract research organizations, pharmaceutical services, medical device manufacturers, and healthcare technology and services providers.

Focus Areas

- Behavioral Health
- Dental Health
- Health Systems
- Health Technology & Services
- Hospitals
- Medical Devices
- Pharmaceuticals
- Senior Living

Meet the Healthcare & Life Sciences Team

Sandeep Gupta
Founding Partner
CHICAGO

Kevin Neuman
Principal
NEW YORK

Matt Cohn
Partner
NEW YORK

Rob Vanderbeek
Partner
NEW YORK

Mike Boyer
Managing Director
CHICAGO

Case Studies: Healthcare & Life Sciences

Non-profit Continuing Care Retirement Communities (CCRCs)

Engaged as Chief Restructuring Officer (CRO) and Financial Advisor

- Facing heavy debt, unpaid trade liabilities, outstanding real estate taxes, and pending litigation, filed for Chapter 11 Bankruptcy to effectuate sale
- Developed 13-week cash flow forecasts and Debtor-in-Possession ("DIP") budgets that provided near-term liquidity visibility, promoted transparency for secured lender, and supported management of 200+ vendors
- Assisted in retaining investment banker and led Sec. 363 sale, resulting in bid $10M above initial Stalking Horse offer
- As CRO, provided management leadership and financial advisory services through sale process and winding down legacy estate

Dental Services

Engaged as Financial Advisor to a network of regional dental and orthodontic practices

- Faced liquidity and working capital constraints following consecutive months of revenue growth; recent restructuring placed additional strain on cash flow
- Quickly assessed clinic-level cash flow and working capital trends to develop consolidated cash flow forecasting framework
- Developed integration plan to consolidate financial reporting and centralize certain functions within the corporate office, including payables and procurement
- Assisted CFO and Controller with planning and implementation of strengthened controls around collections management, treasury operations, and clinic-level discretionary spending
- Assisted in negotiations with lender to successfully raise $4M to fund CapEx and acquisition of 2 new clinics

Life Sciences Products and Services Provider

Engaged as Financial Advisor to the Company

- Fundraising challenges and declining spend on pharmaceutical R&D impacted financial performance
- Prior restructuring initiatives reported as EBITDA adjustments, creating ambiguity in financial reporting
- Assessed market conditions and outlook, key customer relationships, growth strategy, restructuring plans, and impact on financial projections
- Developed formal forecasting framework and best-practices protocol to support YE budgeting process
- Collaborated with finance and accounting teams to enhance monthly reporting package, including an integrated 13-week cash flow forecast, Budget vs. Actual analysis at spend-category level, and forecast comparison analysis

Multi-Hospital Not-for-Profit System

Engaged as Performance Improvement Advisor to a multi-hospital system in the Pacific Northwest

- Experienced reductions in reimbursement, cancelled elective surgeries, high staff costs, and rising product prices, causing expenses to outpace revenue growth and negative margins
- Developed and led implementation of performance improvement plan across multiple functional areas, including supply chain, surgical services, and administration resulting in $25M+ in combined savings
- Created efficiencies by renegotiating vendor contracts, connecting with manufacturers to reduce pricing, reorganizing reporting structure outsourcing services, and redesigning roles to cross-train staff

Behavioral Health

Engaged a Financial Advisor to a nationwide network of drug and alcohol addiction treatment facilities

- After leveraged acquisition in 2018, experienced declining admissions and reduced reimbursement rates; fell out of compliance with financial covenants
- Completed breakeven analysis by location to identify opportunities for consolidation or closure to improve profitability
- Assessed strategic operating plans for lenders and enacted 90-day $2M cost reduction plan
- Advised transition to a pay-per-click model, reducing marketing expense by $2.1M annually, with improved ROI and lead conversion rates

Medical Devices

Engaged as Financial Advisors for pre-revenue diagnostic device manufacturer

- Reviewed FY business plans, interviewed key personnel, and analyzed the organizational structure to assess cost run rates and performance-impacting issues
- Assessed timeline to commercial viability, ensuring Company properly resourced for commercialization and developed 12–24 month financial projection based on current funding and operational constraints
- Secured $45M of additional funding to advance device through successful FDA approval

THE NOVO VOICE

Hear directly from our leadership team.