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Epic Health Services Acquires Medco

PITTSBURGH, October 28, 2015 -- Epic Health Services Inc., a portfolio company of Webster Capital and Dallas-based provider of pediatric skilled nursing, therapy and enteral services, recently announced that it has acquired Houston-based Medco, a provider of high quality enteral therapy services, respiratory equipment and incontinence products, as well as specialty pharmacy, diabetic, urological, ostomy and wound care supplies and products to patients throughout Texas and Louisiana.

The Braff Group originated the transaction, and served as the exclusive mergers and acquisitions advisor to Medco.

Medco will combine with Option 1 Healthcare Solutions, an enteral nutrition provider based in Chandler, Arizona, which was acquired by Epic in early September.

“Medco has always stressed the importance of taking care of the patient first, knowing the other priorities will take care of themselves,” Medco CEO John Calhoun said. “With Epic and Option 1, we have partners that share our ‘patient first’ vision, and together, we will have the resources and competencies for a best-in-class solution for the medically fragile pediatric population.”

“This transaction illustrates two central themes we see in health care consolidation today,” commented Reg Blackburn, The Braff Group Managing Director for Specialty Pharmacy Services that headed up the deal team representing Medco. “First, we note the aggregation of multiple related products and services to create a comprehensive, patient centered, care continuum - a strategy that reflects ‘coordinated care’ initiatives sprouting across the country. Second, the deal is consistent with what we often see in health care services consolidation; that is, after an initial phase of narrowly focused acquisitions, in later stages, buyers often diversify into ‘strategic adjacent’ segments to fill in care gaps and to create new growth engines.”

About Epic Health Services

Epic Health Services was founded in 2001 and has since become the leading national provider of pediatric skilled nursing, therapy, and autism services, as well as a spectrum of adult home health care services. Most recently, Epic joined with Option 1 Healthcare Solutions to provide life-sustaining nutritional therapy, including supplies and formula. Success in health care requires the delivery of exceptional care that meets the needs of patients, families, payers, regulatory agencies, and society. By maintaining a focus on quality care, extraordinary customer service, and compliance, Epic continues to grow its pediatric continuum to serve even more patients across the United States. For further information, please visit www.epichealthservices.com.

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¹Source: Thomson Reuters, based on number of deals between 2008 and 2014.

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