



FocalPoint Healthcare Group (HCG) recognizes the complex and continually evolving nature of the healthcare industry. Accordingly, we have developed a specialized advisory platform that combines our team's expansive expertise managing all aspects of Healthcare Operations with unparalleled depth in delivering value-optimizing Healthcare M&A services.

Our differentiated approach allows FocalPoint to partner with healthcare entrepreneurs to enhance enterprise value across multiple stages of the corporate life cycle. While numerous clients have established professionalized infrastructures that can adequately support accelerated growth, others could significantly benefit from our healthcare consulting capabilities to ultimately ensure a successful M&A process. Regardless of the stage of your company, our comprehensive approach is designed to empower our clients to maximize transaction value from a position of strength and substance. In short, we collaborate with you to create real value as you prepare to pursue an immediate- or long-term liquidity event. Broad healthcare sector expertise includes: Managed Care; Behavioral Health; Reproductive Care; Workers' Compensation; Urgent Care; Healthcare Technology; Diagnostic Imaging, Radiology, Specialty Pharmaceutical; and Independent Physician Practices. Our integrated solutions are available on a consulting basis or generally included as part of our differentiated Healthcare M&A advisory services.

Business Strategy

In today's healthcare environment, there are more distinct growth opportunities available to entrepreneurs than ever. We work with clients to evaluate innovative business strategies which often incorporate greater scalability and lower-CAPEX alternatives. For instance, we have positioned well-established healthcare service providers (i.e., capital intensive business models) to evolve into scalable managed care organizations that leverage broader, third-party provider networks. With the primary goal of improving patient care while reducing medical costs, we have enabled managed care organizations to offer both lead-generation and centralized administration capabilities to its provider network. In short, we enable clinicians and healthcare entrepreneurs to focus on treating patients while creating long-term, sustainable enterprise value.

Operational Expertise

FocalPoint has assembled a diverse team of Operating Partners with diversified expertise across the following areas: Patient Care Quality Control; Business Process Optimization; Compliance & Regulatory Evaluation; Technology Integration; Provider Network Development; Data-Driven Market Expansion Analyses; and Sales & Marketing.

Financial Forecasting

At FocalPoint, we do not take the budgeting and forecasting process lightly. Buyers/investors rely heavily upon the veracity of our clients' assumptions so we dive deeply into the analysis with an atypically operational lens. In fact, we are available to create structured plans to execute growth initiatives (e.g., opening new facilities, provider network development, documenting departmental workflows for training and operational purposes, etc.). We set our clients up for success by ensuring they execute against their budget which can have a material impact on enterprise value—particularly during the final stages of the M&A transaction.

Differentiated M&A Advisory

Collectively, these elements are designed to maximize enterprise value before, during and after an M&A transaction. We view ourselves as long-term partners interested in having a lasting impact on your organization. We believe negotiating power stems from value creation. We leverage our unique Business Strategy, Healthcare Operations and Corporate Finance expertise to create value with you. Healthcare investors are particularly sophisticated and trusted, operationally-inclined representation can dramatically alter the outcome of your M&A process.



James A. Castro
Managing Director

James leverages his versatile professional background—which spans nearly 20 years across business strategy, healthcare operations and corporate finance—to create substantial value for FocalPoint clients.

Most recently, James set his sights on generating industry-wide efficiencies in the contentious comprehensive injury sector. He led the creation of a managed care organization supported by an asset-based credit facility which resulted in greater access to patient care. James has been recognized for his accomplishments with the following distinctions: winner of Turnaround Consultant of the Year (2016); winner of Emerging Leaders Award "40 Under 40" (2016); and LABJ-Most Influential M&A Advisors (2013).

Mr. Castro received a degree in economics from UCLA.