

# Client Background

The founder of a **third-party administrator (TPA)** engaged Private Practice Transitions to manage the sale of the business.

The firm had built a strong platform with **growing momentum**, driven by expanded marketing, new account growth, and improving margins. As the sale process began, it was clear the company had meaningful scale and strong growth potential.

### INDUSTRY

 **Third-Party Administrator (TPA)**

### ENGAGEMENT TYPE

 **Advisor & Broker**

### PRIMARY CHALLENGE

 **Prolonged closing timeline**

# The Challenges



## Extended Timeline

The buyer extended the closing timeline, creating a gap between the offer accepted in early 2025 and the firm's stronger performance later in the process.



## Growing Business Value

As the process moved forward, the business continued to grow, driven by expanded marketing, new accounts, and higher margins.



## Outdated Valuation

It became clear that the early 2025 valuation no longer reflected the company's late 2025 performance, requiring a strategic pivot.

# Our Approach

- 01 COMPETITIVE BIDDING**  
Searched the market and solicited multiple competing offers to maximize initial leverage.
- 02 STRATEGIC MONITORING**  
As the buyer extended the closing timeline, PPT tracked the firm's continued growth in margins and new accounts.
- 03 RE-VALUATION REQUEST**  
Strategically required the buyer and their QofE Provider to re-value the firm based on its updated performance.
- 04 IMPROVED OFFER**  
Secured an offer that exceeded the client's expectations by 50%.

# The Results

~\$10M

INCREASE IN PURCHASE PRICE

50%

EXCEEDED PURCHASE PRICE  
EXPECTATIONS

*"Needless to say, our client was extremely satisfied with the result."*

— PPT Team