



FOR IMMEDIATE RELEASE

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## ZIEGLER ADVISES HOSPICELINK ON ITS RECENT MERGER WITH STATESERV HOLDINGS

**CHICAGO, IL – FEBRUARY 15, 2018** – Ziegler, a specialty investment bank, is pleased to announce it has served as financial advisor to [Hospicelink](#), based in Birmingham, AL, on its merger with [StateServ Holdings](#). The transaction was announced on January 29, 2018.

Hospicelink was founded in 2011 by a team of DME, hospice, and technology veterans who believed there were better ways to manage DME spend while enhancing patient care. Hospicelink has created a nationally recognized, award winning technology and service organization specifically designed to enhance and foster the unique relationship between hospice companies and DME providers. Historically, DME ordering and management was characterized by a lack of transparency and accountability between hospices and DME providers – orders were faxed or called into the DME, invoices were inaccurate and late, costs were unmanaged and difficult to control, and larger hospices were having to manage multiple DME providers across the nation. As a result, Hospicelink has the unique ability to serve as an advocate for both hospice and DME clients. Hospicelink enables a healthy, symbiotic relationship between hospices and DME providers to ensure the highest quality patient care at the best possible price.

Founded in 2004 and based in Tempe, AZ, StateServ is a durable medical equipment (DME) benefit management provider offering the leading technology-enabled cost containment platform for the post-acute care market. Through a national network of 1,300 DME provider locations, along with 21 company-owned warehouse facilities, StateServ offers the full spectrum of DME benefit management solutions to more than 550 hospice providers in 46 states. StateServ's mission is to use technology and optimized processes to help its customers provide the best possible care for patients while giving them the tools they need to drive efficiency.

[Chris Hendrickson](#), Managing Director in Ziegler's Corporate Finance Healthcare practice commented, "Hospicelink's platform data analytics provide meaningful efficiencies and transparency to the hospice segment and I anticipate these attributes will deliver a meaningful value proposition to other DME marketplaces." Ziegler was involved in supporting Hospicelink in new client development and was engaged to exclusively advise the Company in 2017.

Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across the healthcare industry. In our core practice areas of healthcare services, information technology, hospitals and senior living, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization/restructuring, equity private placement and strategic partnering services.

For more information about Ziegler, please visit us at [www.Ziegler.com](http://www.Ziegler.com).

### **About Ziegler:**

Ziegler is a privately held investment bank, capital markets and proprietary investments firm. Specializing in the healthcare, senior living and education sectors, as well as general municipal and structured finance, enables Ziegler to generate a positive impact on the clients and communities it serves. Headquartered in Chicago with regional and branch offices throughout the United States, Ziegler provides its clients with capital raising, strategic advisory services, equity and fixed income sales & trading and research. To learn more, visit [www.ziegler.com](http://www.ziegler.com).

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.

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