

Behavioral Health Acquisition Criteria

Build an operating brief for your next practice investment.

Firm or group _____ Search lead _____ Date _____

Use this worksheet to define the business you are seeking, the work your team can support and the questions that still need an answer. Financial thresholds and investment decisions belong with your qualified advisers.

I. Search brief

We are looking for [type of established business] serving [population or service focus] in [geography and delivery model]. We expect to support it through [our operating approach]. We can take on [defined operating work], and we need [capabilities that must already be in place]. Our timing is [timing], with [decision owner] leading the search.

Before sharing your brief

- ☐ Firm or group and search lead
- ☐ Search paragraph
- ☐ Required, preferred and open criteria
- ☐ Operating support and capacity gaps
- ☐ Stage, timing and next step

Discuss the work with Ludara: <https://ludara.org/services/behavioral-health-investor-support/#inquiry>

2. Search criteria

Mark each criterion Required, Preferred or Open.

Criterion	Your requirement	Required / Preferred / Open	Why it matters	What would verify it?
Business and service model				
Geography and delivery model				
Practice size and locations				
Clinical and operating leadership				
Seller's intended role and timing				
Team support and coverage				
Client access and scheduling				
Systems and reporting				
Integration with your existing work				
Financial criteria set by your team				

Required: needs to be met before proceeding. Preferred: helps, but is open to discussion. Open: not yet decided.

3. Support capacity

Operating work	Already supported by our team	Capacity we would need to add	Work the practice must be able to carry
Daily leadership and staff decisions			
Intake, scheduling and administrative coverage			
Billing administration and follow-up			
EHR and technology support			
Workflow and documentation changes			
Transition and ongoing implementation			

4. Questions that warrant a pause

Open question or pause condition	Information needed	Reviewer	What allows the conversation to continue?

5. Potential match record

Label information Reported, Observed or Not yet verified. Use an internal identifier instead of sensitive details in a broadly shared brief. Research fit does not establish availability for sale or owner interest.

Potential match	Why it fits	What we know and how we know it	What remains unknown	Next step, owner and date

PUT THE BRIEF TO WORK

Talk about your investment focus.

Ludara can explore client introductions, additional target sourcing and operational support. Start with your goals and the part of the process that needs help.

ludara.org/services/behavioral-health-investor-support/ →

Keep patient information and confidential transaction materials out of the introductory brief. Agree on the appropriate sharing process before providing additional information.