

Capital Solutions for Healthcare Growth & Expansion

Pilothouse provides flexible debt capital to healthcare providers, medical device companies, and healthcare services navigating growth, acquisitions, or operational transitions. We understand reimbursement dynamics, regulatory complexity, and the unique capital needs of healthcare businesses—from ASCs and specialty practices to medical technology and home health providers.

Our Healthcare Focus

Provider Services

- Ambulatory surgery centers
- Specialty medical practices
- Urgent care & clinics
- Home health & hospice
- Behavioral health facilities

Medical Technology

- Medical devices & equipment
- Diagnostic & imaging
- Healthcare IT & software
- Telemedicine platforms
- Clinical workflow tools

Healthcare Services

- Revenue cycle management
- Medical staffing
- Lab & diagnostic services
- Pharmacy services
- Healthcare real estate

Capital Solutions for Healthcare Companies

Growth & Expansion Capital

Non-dilutive capital for de novo locations, equipment purchases, or scaling operations.
Structures include:

- \$5M-\$75M+ facilities secured by assets or cash flow
- Equipment financing & sale-leasebacks
- Working capital lines tied to A/R or EBITDA
- Flexible covenants for seasonal or payor mix shifts

M&A & Platform Build-Outs

Structured debt for acquisitions, physician buyouts, or consolidation strategies.
Use cases include:

- Roll-up financing for multi-site platforms
- Physician partner buyouts & succession planning
- Bridge capital for pending transactions
- Refinancing expensive equity or mezzanine debt

Why Healthcare Companies Choose Pilothouse

✓ Reimbursement-Aware Underwriting

We evaluate payor mix, reimbursement trends, and regulatory risk—not just EBITDA

✓ Flexible Structures

Asset-based, cash flow, or hybrid structures tailored to your business model

✓ Fast Execution

Term sheets in 2-3 weeks, funding in 4-6 weeks for qualified companies

✓ Healthcare Expertise

Deep experience with ASCs, specialty practices, med tech, and healthcare services

\$5mm - \$250mm+

Placement Range

4-6 Weeks

Typical Close Timeline

635 Points

Verification Framework