From Vision to Funding: Launching a Healthcare Company in Alberta, Canada

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AT A GLANCE

Challenges

- Navigating Canadian healthcare regulations and provincial licensing requirements for a new facility.
- Building a financial model projecting patient volumes, reimbursement rates, and costs with limited comparable data.
- Crafting a funding package to secure $3 million from lenders unfamiliar with the region's healthcare landscape.

Results

- **Secured $3 million** in healthcare financing to launch operations in Alberta.
- Positioned to **serve underserved communities** across the province.
- **Phased growth plan** for expanding services and locations as demand increases.

CLIENT PROFILE

A healthcare entrepreneur based in Canada identified a critical gap in healthcare services across Alberta. With a background in healthcare administration and a deep understanding of the province's underserved communities, they envisioned building a healthcare company that would expand access to essential medical services in the region. To bring this vision to life, they needed $3 million in funding to cover facility buildout, medical equipment, staffing, and initial operating costs.

They partnered with The Exceptional Plan to develop a comprehensive business plan, financial projections, and a lender-ready funding package. TEP crafted a detailed plan that outlined the entrepreneur's healthcare expertise, the significant demand for expanded medical services in Alberta, and a phased growth strategy for scaling operations across the province. Financial projections demonstrated a clear path to profitability, incorporating patient volume forecasts, reimbursement models, and operational cost structures that gave lenders the confidence to approve the full $3 million.

BENEFITS

Custom Business Plan

- Tailored to Canadian healthcare regulations and Alberta's provincial requirements.
- Market analysis demonstrating demand in underserved Alberta communities.
- Phased growth strategy from initial facility to multiple locations province-wide.

Financial Model

- Patient volume forecasts, reimbursement rate modeling, and operational cost projections.
- Multiple growth scenarios showing path to profitability and sustainability.
- Lender-ready package that secured the full $3 million in healthcare financing.