

# Graymark Healthcare, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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### **Abstracts**

Graymark Healthcare, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between Graymark Healthcare, Inc. and its competitors. This provides our Clients with a clear understanding of Graymark Healthcare, Inc. position in the Retail Industry.

The report contains detailed information about Graymark Healthcare, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for Graymark Healthcare, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The Graymark Healthcare, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and



company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes Graymark Healthcare, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of Graymark Healthcare, Inc. business.

### About Graymark Healthcare, Inc.

Graymark Healthcare, Inc. operates as a diversified healthcare services company. The company provides diagnosis and care management solution for patients suffering from sleep disorders. It also operates independent retail pharmacy stores. Its subsidiaries include Sleep Management Solutions (SMS) and ApothecaryRx, LLC (ApothecaryRx).

#### Segments

The company conducts business in two operating segments, Sleep Management Solutions and ApothecaryRx.

Sleep Management Solutions Segment

The Sleep Management Solutions segment provides diagnosis, and care management solution for the population of Americans with sleep disorders. The company involves in the provision of diagnostic tests and related studies for sleep disorders through its sleep diagnostic centers; sale of continuous positive airway pressure (CPAP) devices, which are used to treat obstructive sleep apnea (OSA); and ongoing re-supply of components of the CPAP device that need to be replaced.



The company owns and operates sleep testing clinics that diagnose the range of sleep disorders, including OSA, insomnia, narcolepsy, and restless legs syndrome. Its sleep clinics consist of two to eight bed facilities and are overseen by its medical directors. At its sleep clinics, the company administers an overnight polysomnogram, or sleep study, to its patients, which monitors blood oxygen level, heart rate, respiratory function, brain waves, leg movement, and other vital signs through small and painless electrical sensors applied to the patient. Its medical directors provide a diagnosis and report to the referring physician.

In addition to selling CPAP devices to people with OSA, the company offers its patient reorder supply program (PRSP). The PRSP periodically supplies the components of the CPAP device that must be regularly replaced (such as masks, hoses, filters, and other parts) to its patients and other CPAP users. The company provides continuing care to its patients led by its medical directors who are board-certified physicians in sleep medicine and their staff.

### ApothecaryRx Segment

The ApothecaryRx segment operates independent retail pharmacy stores selling prescription drugs, over-the-counter drugs, and an assortment of general merchandise. As of December 31, 2009, the company owned and operated 18 retail pharmacies located in Colorado, Illinois, Missouri, Minnesota, and Oklahoma. It primarily engages in the retail sale of prescription drugs, non-prescription drugs, and health related products. It also offers an amount of front-end merchandise, such as cosmetics, gift items, and photographic development services. It offers its products to individual customers, as well as managed-care organizations, insurance companies, employers, and other third-party payors.

The company offers local delivery and assists seniors receiving multiple medications. It also offers durable and home medical equipment, such as walkers and wheelchairs for its customers. Its prescription and non-prescription drug purchases are made through its distributor, Cardinal Healthcare, Inc.

### Suppliers

The company purchases its sleep disorder and CPAP devices from Nelcor Puritan Bennet LLC; Fisher & Paykell Appliances Limited; and Philips Respironics, ResMed, Inc.



### Acquisitions

In 2009, the company acquired Avastra Eastern Sleep Center, Inc., SomniCare, Inc., and SomniTech, Inc.

### Competition

Pharmacy Competition: The company competes with drugstore chains and mass merchandisers, including Wal-Mart, Walgreens, Target, and CVS.

Sleep Management Solutions: The company competes with durable medical equipment (DME) providers for CPAP devices, such as Apria Healthcare and Lincare Holdings.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



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### **ANALYSIS FEATURES**

### **SWOT Analysis**

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

#### **Enhanced SWOT Analysis**

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

#### **PESTEL Analysis**

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.



### Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

### **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

### **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity



## Reputation

# Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?
Rare?
Costly to imitate?
Organized properly?



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