



DocGo is a 'disrupter in the health care world': Motion Acquisition Corp CEO

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Stan Vashovsky, CEO and co-founder of DocGo and Michael Burdick, CEO & director of Motion Acquisition Corp., joins Yahoo Finance to discuss patient transportation company DocGo going public through SPAC merger with Motion Acquisition Corp.

Video Transcript

JULIE HYMAN: And among all of the things that have changed over the past year, certainly, how we have gotten our health care is part of that equation, with the rise of telehealth during this time. We want to bring in a company to the show now that is going public through a SPAC that is in this space. It's called DocGo.

And Stan Vashovsky, who is the co-founder and CEO of that company is joining us, as well as Michael Burdick, who's the CEO and director of Mission Acquisition Corp, which is the SPAC through which DocGo is going to be going public, this deal just announced a couple of days ago. So Stan, I do want to start with you. Talk to us about where you sit in the telehealth space. Because I know you guys describe yourselves as a sort of last mile here. What does that mean exactly?

STAN VASHOVSKY: First of all, Julie and Brian, thank you for having us. We're the last mile telemedicine. So when someone consults with a physician online, and any sort of tests that need to be conducted, it's our people, our EMTs and paramedics, our medical clinicians that will actually go to the patient's home, do a blood draw, do an EKG, do various 35, 36 different types of tests in the comfort of the patient's home, and then share those results with a telehealth provider.

MYLES UDLAND: You know, Michael, I want to ask a little bit about the process of identifying DocGo and just the process you guys went through, that motion acquisition of finding a target and eventually, you know, circling them on this, and sort of what you've seen in the environment, as someone who had raised money via SPAC, and then seen quite a few competitors, obviously, come into this space recently.

MICHAEL BURDIEK: Yeah, well, it's been an interesting process. If you go back a year ago, I didn't even know how to spell SPAC, be quite honest. As you probably know, we filed publicly back in September, listed in October, and we started off with a pretty robust pipeline of target opportunities. And of course, once we announced our public listing, we had a number of inbound interest from various companies and advisors. And one of those inbound inquiries was from the advisors for DocGo.

And of course, that started a long conversation, multiple meetings with management, various due diligence activities. And we ultimately concluded that of all of the opportunities that we had in our target pipeline, this was by far-- by far-- the standout company. It had the scale. It's on a rapid growth track. It's profitable. It's a market leader. It's really a disruptor in the health care world. And on top of all of that, it has a great management team.

So we couldn't identify a better target than DocGo. In fact, we don't like to talk about it as a target. We like to talk about it as an opportunity. And we're pleased to be able to provide the growth capital to the company and that will really allow Stan and his team to realize the vision of revolutionizing the delivery of health care in the US and beyond.

BRIAN SOZZI: Stan, I was looking around ahead of this interview for competitors. I didn't see a lot of competitors doing what you do. Who are your competitors, and how do you plan to scale the business further over the next year or two?

STAN VASHOVSKY: Well, it's kind of a green space. So we came up with the idea about a year ago. You know, ultimately, when I myself went and consulted with the telehealth physician and realized that for my prescription refill, I needed bloodwork, and I was asked to go to a traditional lab or a physician's office to get that blood work, and I just questioned, how can we make telehealth better? How can we provide care in the comfort of a patient's home?

And that's how the idea was founded. And we now have over 1,700 people throughout the country in 23 different states providing services out in the field, trying to reduce the need to go and wait in waiting rooms or travel to medical facilities where people in this environment may not be comfortable in doing so. So our goal is to scale we hope by the end of this year to be somewhere in about 34, 35 different markets.

We're hiring people as fast as we possibly can. Of course, they go through an extreme vetting process and onboarding process, just to make sure that we hire the best. And we like to think of ourselves as disruptors in this space and being able to provide affordable care in the comfort of a patient's home, utilizing physicians on telehealth. I mean, that's our vision.

BRIAN SOZZI: And why are you profitable?

STAN VASHOVSKY: Well, one, we're able to leverage our existing transportation business, the resources to make everybody as efficient as possible. We have phenomenal technology, the technology that we started to build about five years ago. The first 35 employees of the company were software engineers. So we spent millions of dollars building technology that's able to take demand, and then based on priority and routing, able to schedule in such a way that it's extremely efficient.

We're also using a labor set, paramedics, the EMTs, sometimes physician's assistants that are a lot less expensive than physicians. So we're able to provide our service in a much more affordable manner, making it accessible to a much larger group of individuals.

JULIE HYMAN: And Michael, just quickly, again, when you were looking around in your process here, you know, we talked to a lot of companies that are coming public. There's SPACs that are pre-revenue, right? This is not.

MICHAEL BURDIEK: Right.

JULIE HYMAN: The company actually has some revenue. Was that sort of a prerequisite for you?

MICHAEL BURDIEK: That was a key, key criteria for us. The Motion team was founded by a bunch of operating executives. We've been in the public world for many, many years. And we believe in fundamental financial metrics. And so we were a little uncomfortable with the idea of partnering with pre-revenue companies and trying to sponsor them through the public markets.

We're much more comfortable working with companies that were operating on a real business plan that, ultimately, would result in profitability and free cash flow. And we didn't have to lean in very far with DocGo. They're already there. And not only are they there, but they have a great, great opportunity to continue to grow at a phenomenal rate and really dominate an industry and be a disruptor in providing health care services to patients in the home.

JULIE HYMAN: Well, you guys are in the minority amongst SPACs with that prerequisite. Michael Burdiek, thank you so much, CEO and director of Motion Acquisition Corp, and Stan Vashovsky, who is the co-founder and CEO of DocGo. Thanks to you both. Appreciate it.