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Investment Banking | Healthcare Finance | Consulting

Healthcare Weekly News and Deals –December 20th, 2024

1. Apollo Care Secures Major Investment from Flexpoint Ford to Boost Healthcare Technology Innovation

   Apollo Care, a leading provider of patient access and commercial solutions in healthcare, has received a significant equity investment from Flexpoint Ford. This funding will accelerate Apollo Care's technological advancements in patient copay, hub solutions, data warehousing, and commercial analytics platforms. The investment gives Flexpoint Ford a minority stake in Apollo Care, with two representatives joining the company's Board of Directors. Apollo Care's CEO, Ben Bove, emphasized the investment's importance in transforming patient experiences and improving medication affordability, access, and adherence. Flexpoint Ford, with $8.2 billion in assets under management, sees substantial growth potential in Apollo Care's innovative approach to addressing pharmaceutical industry challenges. (Link)

2. Nymbl Systems Secures Strategic Investment from Frontier Growth to Accelerate Innovation in Healthcare Practice Management Software

   Nymbl Systems, a leading provider of cloud-based practice management software for O&P, CRT, and HME providers, has announced a strategic investment from Frontier Growth. This partnership aims to accelerate Nymbl's growth, drive product innovation, and enhance support for healthcare providers nationwide. Nymbl's AI-powered platform streamlines key processes like clinical documentation and revenue cycle management. The investment will enable Nymbl to scale operations, introduce new AI-powered features, and expand its market reach. Frontier Growth's expertise in scaling vertical SaaS businesses aligns with Nymbl's customer-centric approach. Dave Pandullo from Frontier Growth will join Nymbl's Board of Directors. (Link)

3. Commure Acquires Memora Health to Enhance AI-Powered Healthcare Solutions

   Commure, a leading healthcare technology company, has announced its acquisition of Memora Health, a digital care navigation platform. This strategic move aims to strengthen Commure's AI-powered portfolio of healthcare solutions, including patient engagement, clinical documentation, and revenue cycle management. The integration of Memora's patient navigation tools with CommureOS's integration engine will enable healthcare organizations to personalize patient care pathways and improve clinical outcomes. Commure CEO Tanay Tandon emphasized the acquisition's role in simplifying workflows for providers, patients, and administrators. Memora Health CTO Kunaal Naik expressed enthusiasm about scaling their next-generation patient experience to millions. Both companies are backed by prominent investors in the healthcare technology sector. (Link)

4. Aspirion Acquires Boost Healthcare, Expanding RCM Capabilities and Strengthening Healthcare Provider Support via its financial sponsors Varsity Healthcare Partners and Linden

   Aspirion, a leading healthcare technology revenue cycle management (RCM) company, has acquired Boost Healthcare, significantly expanding its capabilities in securing rightful reimbursement for healthcare providers. The acquisition, Aspirion's seventh in six years, combines Boost's expertise in reimbursement recovery with Aspirion's advanced technology and AI. This strategic move aims to enhance Aspirion's ability to address complex reimbursement processes and financial pressures faced by healthcare providers. The partnership is expected to deliver next-generation technology for identifying payment variances and ensuring appropriate compensation for healthcare services. Aspirion's CEO, Nick Giannasi, emphasized the acquisition's alignment with the company's growth strategy and commitment to innovation in healthcare financial operations. (Link)

5. SailPoint Acquires Imprivata's IGA Business, Forms Strategic Partnership in Healthcare Identity Security via its financial sponsor, Thoma Bravo

   SailPoint Technologies has acquired Imprivata's Identity Governance and Administration (IGA) business and formed a strategic partnership with the digital identity company. This move, effective December 13, 2024, aims to create a comprehensive identity security and access management solution for healthcare organizations worldwide. SailPoint will support existing Imprivata IGA customers and offer migration options to its Identity Security Cloud. The partnership designates SailPoint as Imprivata's exclusive identity security partner in healthcare, while Imprivata becomes SailPoint's exclusive enterprise access management solutions partner. This collaboration is expected to strengthen SailPoint's position in healthcare identity security and enhance patient care through improved data protection. (Link)

6. MGA Homecare Acquires Ward Road Pharmacy to Expand Comprehensive Home-Based Healthcare Services via its financial sponsor Flexpoint Ford

   MGA Homecare, a leading provider of home and community-based physical and behavioral health services, has acquired Ward Road Pharmacy (WRP), a Long-Term Care Pharmacy and Home Medical Supply company in Arvada, CO. This partnership enhances MGA's ability to serve over 5,500 daily patients across six states by offering expanded pharmacy services, medical supplies, and coordinated care solutions. WRP provides specialized services such as compounding pharmacy, child health nutrition, and home medical supplies. The collaboration aims to improve healthcare access, reduce adverse drug interactions, and support underserved populations while advancing MGA's patient-centered care model nationwide. (Link)

7. Everise, via financial sponsors Brookfield Business Partners and Warburg Pincus, Expands Healthcare and Utilities Footprint with Acquisition of Continuum Global Solutions' Verticals

   Everise, a global healthcare customer experience leader, has acquired Continuum Global Solutions' healthcare and utilities verticals from Skyview Capital. This strategic move strengthens Everise's position in delivering complex customer service across industries, particularly in healthcare and utilities. The acquisition adds over 8,000 professionals from the US, Colombia, and the Philippines, expanding Everise's global workforce to 28,000. Sudhir Agarwal, Founder & CEO of Everise, emphasized the company's commitment to innovation and a people-first approach in addressing evolving customer needs. This acquisition aligns with Everise's long-term vision of transforming customer experiences through technology and human expertise. (Link)

8. StatLab Medical Products Expands Global Reach with Acquisition of Spanish Histology Equipment Manufacturer Myr

   StatLab Medical Products, a leading developer of medical diagnostic supplies, has acquired Especialidades Médicas Myr, S.L., a Spanish histology equipment manufacturer. This strategic move enhances StatLab's product portfolio and international presence. Myr, founded 36 years ago near Tarragona, Spain, brings manufacturing capabilities and a global distributor network to StatLab. The acquisition provides StatLab with a manufacturing hub in Spain and new distribution channels in developing regions. Sung-Dae Hong, CEO of StatLab, emphasized the complementary nature of Myr's products and the potential for growth in European and emerging markets. Paco Ruiz, Myr's founder, expressed enthusiasm for the partnership and future growth opportunities. (Link)

9. Solaris Health Holdings Expands Urology Network with AUNC Acquisition via its financial sponsor Lee Equity Partners, Boosting Provider Count to 730 Across 14 States

   Solaris Health Holdings has announced the acquisition of Associated Urologists of North Carolina (AUNC), a prominent urology practice in the Raleigh area. This strategic move adds 30 providers and 40,000 unique patients to Solaris' network, expanding its reach to over 730 providers serving more than one million patients annually across 14 states. AUNC's Market President, Dr. Marc Benevides, emphasized that the partnership will maintain AUNC's commitment to high-quality care while leveraging Solaris' resources. The acquisition aligns with Solaris' goal of advancing clinical excellence and business best practices in urology nationwide. (Link)

10. West Monroe Acquires Inspired Health, Expanding Life Sciences Capabilities and Establishing Boston Presence via its financial sponsor Madison Dearborn Partners

    Global consulting firm West Monroe has acquired Inspired Health, a Boston-based life sciences consultancy. This strategic move expands West Monroe's life sciences practice, increasing sector revenue by 30% and adding a Boston office to its global footprint. Inspired Health brings expertise in product lifecycle support for pharmaceutical and medical device companies. The acquisition complements West Monroe's strengths in back-office operations and technology. Industry veterans Kieron Mathews and Andrew Wilson join as managing directors. The integration, expected to complete in the first half of 2025, enhances West Monroe's ability to serve healthcare and private equity clients in the Greater Boston area. (Link)

11. Solis Mammography Expands into San Antonio, Acquires Avestēe Women's Imaging Centers via its financial sponsors Madison Dearborn Partners and Ares Management

    Solis Mammography, the nation's largest independent provider of specialized breast health services, has acquired Avestēe Women's Imaging Centers in San Antonio, marking its entry into Texas' third-largest metropolitan area. This acquisition adds six imaging locations to Solis' network, expanding its presence to 19 major markets with over 141 centers nationwide. Avestēe, known for its state-of-the-art imaging and calming environment, aligns with Solis' mission of early breast cancer detection through innovative practices and patient-centered care. The move strengthens Solis' footprint in Texas, now covering Dallas-Fort Worth, Houston, San Antonio, and Austin. CEO Grant Davies emphasized the importance of growth in providing access to life-changing mammography services (Link)

12. Ensign Group (Nasdaq: ENSG) Expands Healthcare Portfolio with Acquisition of Eight Facilities from Providence Health

    The Ensign Group has agreed to acquire eight healthcare facilities from Providence Home and Community Care across Alaska, Washington, Oregon, and California. This strategic move marks Ensign's expansion into Alaska and Oregon for the first time. The acquisition includes both real estate and operations, with six facilities to be operated by Ensign affiliates and two by a third-party tenant. Standard Bearer Healthcare REIT, Ensign's subsidiary, will purchase the real estate assets. The transaction, expected to close in the coming months, will increase Ensign's portfolio to 330 healthcare operations across 16 states. Both companies expressed enthusiasm about the partnership and its potential to enhance patient care. (Link).

13. Avenues Home Care Expands in Texas with Acquisition of Clear Path Home Care, via its financial sponsor Capital Alignment Partners
    Avenues Home Care, a company launched in May 2024, has acquired Clear Path Home Care, adding six new locations in the Dallas area of Texas. This acquisition brings Avenues' total locations to 14 across Texas, Tennessee, and Georgia. The deal enhances Avenues' veteran care services, including VA Homemaker and Home Health Aide programs. Clear Path's current staff will remain, maintaining local decision-making power. Avenues CEO Doug Markham emphasized the company's commitment to quality care and local roots. The acquisition aligns with Avenues' growth strategy, focusing on serving families and veterans rather than simply expanding geographically. (Link)

Venture and Other News:

1. Anatomy Financial Secures $19M Series A Funding led by Canapi Ventures to Revolutionize Healthcare Billing with AI-Powered Lockbox
   Anatomy Financial, a developer of AI-powered lockbox technology for healthcare billing, has raised $19M in Series A funding led by Canapi Ventures. The company's solution converts paper mail from healthcare practices into a digital, email-like experience, streamlining billing workflows. With 27% of insurance payments to medical organizations and 79% to dental practices still made by paper checks, Anatomy's technology aims to reduce manual work and improve efficiency. The funding will support Anatomy's efforts to bring digital back-office operations and AI-powered financial solutions to healthcare providers across the United States. (Link)

2. Culina Health Secures $7.9 Million in Series A Funding, Revolutionizing Digital Nutrition Care Led by Healthworx
   Culina Health, a digital platform for inclusive clinical nutrition care, has raised $7.9 million in Series A funding, bringing its total capital to $20 million. Led by Healthworx, the round includes participation from various venture capital firms. The company, founded by registered dietitians in 2020, connects patients with dietitians for personalized virtual nutrition care. Culina Health has demonstrated significant growth, serving over 10,000 patients and maintaining 1,000+ referring providers. Their proprietary Culina Health Method™ has shown impressive outcomes, including 100% prevention of prediabetes progression and substantial cost savings. The funding will support expansion of offerings, AI implementation, and key leadership hires. (Link)

3. Scripta Insights Secures $17M Series B Funding to Revolutionize Prescription Drug Shopping led by Aquiline
   Scripta Insights, a developer of pharmacy navigation solutions, has raised $17 million in Series B funding led by Aquiline, bringing its total funding to $42 million. The round saw participation from Contour Venture Partners, Eastside Partners, and ReMY Investors. Scripta's platform, Rx Navigation, helps self-insured employers, health plans, and their members find cost-effective prescription options. The company's Med Mapper engine maps 17,000 medicines to efficient alternatives. Funds will be used to scale the platform in the self-insured market and expand into health plan and Medicare Advantage markets. Scripta reports generating $29 million in prescription savings last year through 78,000 prescription switches. (Link)

4. Confido Health Raises $3 Million to Revolutionize Healthcare Operations with AI Digital Workers
   Confido Health, a startup creating AI-powered digital workers for healthcare practices, has secured $3 million in seed funding led by Together Fund. Founded by Chetan Reddy and Vichar Shroff, the company aims to automate end-to-end operations in specialty healthcare, addressing inefficiencies and staff shortages. Confido's platform integrates with existing systems, handling tasks like appointment management and insurance verification. Early deployments show improved patient encounters and staff efficiency. The funding will support technology enhancement and expansion across various medical specialties. With the global AI in healthcare market projected to reach $491 billion by 2032, Confido Health is poised to transform healthcare operations and improve patient experiences. (Link)

5. Bluenote Secures $10M in Funding to Revolutionize Life Sciences Workflows with Generative AI led by Lux Capital
   Bluenote, a generative AI platform for life sciences companies, has raised $10 million in financing led by Lux Capital, with participation from prominent investors and industry leaders. Co-founded by former Color Health executives Fatima Sabar and Katsuya Noguchi, Bluenote aims to streamline regulatory and compliance workflows in the heavily regulated life sciences industry. The platform offers 15+ applications for various teams, producing regulatory filings, technical reports, and other critical documentation. Bluenote's AI technology is designed to increase accuracy, reliability, and timeliness of submissions while reducing time-to-market for pharmaceutical products. The funding will support the expansion of Bluenote's platform to cover additional mission-critical workflows. (Link)