

Technology, Media & Telecom

Healthcare IT Sector Review | Q2 2020



HW Healthcare IT Introduction

HARRIS WILLIAMS (“HW”)

- 25+ years and more than 1,000 closed transactions
- 350+ professionals across eight office globally
- 170+ closed transactions in the last 24 months
- 10 industry groups

FOCUSED ADVISORY SERVICES

- Mergers and acquisitions (M&A)
- Capital raises
- Corporate divestitures

CONSISTENT RECOGNITION FOR QUALITY



HW HEALTHCARE IT TEAM

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HW TECHNOLOGY, MEDIA & TELECOM (“TMT”) GROUP

- 35+ dedicated TMT professionals
- TMT offices include Boston, San Francisco, and London

KEY TMT THEMES

- ✓ SaaS / Cloud
- ✓ Data & Analytics
- ✓ Digital Transformation
- ✓ A.I. / Machine Learning

HORIZONTAL FOCUS SECTORS

- Application Software
- Cloud Managed Services and Hosting Solutions
- Compliance Solutions
- CRM and Marketing Automation
- Human Capital Management
- Infrastructure and Security Software
- IT and Tech-Enabled Services
- Marketing, Research, and Insights Software

VERTICAL FOCUS SECTORS

- Architecture, Engineering, and Construction Software
- Education Technology and Services
- Energy Technology
- Facilities and Real Estate Software
- Financial Technology and Payments
- Government Technology
- **Healthcare IT**
- Industrial and Supply Chain Technology
- Internet and eCommerce
- Retail Technology

OTHER TMT GROUP LEADERSHIP

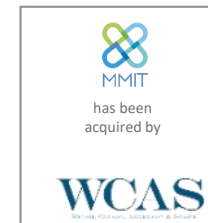
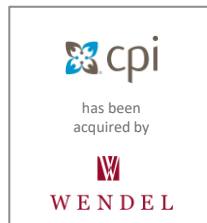
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SELECT HW HCIT EXPERIENCE



Healthcare IT Taxonomy

PATIENT-FACING SOLUTIONS

- Member Onboarding / Portals
- Patient Outreach & Campaigns
- Patient Engagement / Education
- Digital Wellness Tools
- Benefits & Consumer-Directed Healthcare Tools
- Information Tools & Online Media

Select Market Participants



CARE DELIVERY

- Operational Efficiency
- Inpatient – Clinical
- Outpatient – Clinical
- Post-Acute – Clinical

Select Market Participants



PHARMA & DEVICES

- Development
- Trials
- Commercialization
- Adherence
- Regulatory

Select Market Participants



REVENUE CYCLE MANAGEMENT

- Charge Capture & Coding
- Claims Management
- Adjudication / Appeal / Review
- Payment Processing
- Patient Collection
- Other RCM Tools
- Regulatory & Analytics

Select Market Participants



POPULATION HEALTH & RISK MANAGEMENT

- PHM Informatics
- Data Aggregation & Normalization
- Privacy / Security
- Information Sharing / Interoperability
- Population Analytics
- Care Coordination

Select Market Participants



HEALTHCARE IT MARKET COMMENTARY

- The current COVID-19 pandemic has highlighted the importance of patient access and telehealth tools, as doctors work to continue treating patients while maintaining social distancing standards
- Recent operational and clinical challenges in the response to COVID-19 have highlighted fundamental inadequacies that require next-generation technology solutions throughout the healthcare ecosystem
- Increasingly complex reimbursement arrangements in the face of rising healthcare costs are supporting strong payer interest in specialized cost containment and payment integrity solutions
- The ongoing transition to, and adoption of, value-based reimbursement models has highlighted an urgent need for cost control for provider organizations, underpinning demand for operational optimization tools across a number of categories
- The consumerization of healthcare and heightened consumer expectations of the “shopping” experience continue to put pressure on healthcare organizations to adopt patient engagement and retention solutions

Healthcare IT Market Trends

PATIENT-FACING SOLUTIONS

- Providers are adopting patient experience platforms that drive engagement across the continuum, provide care givers with a holistic view of the patient, and improve RCM operations through proactive confirmation of insurance and billing information
- Patient engagement vendors, whether they sell to providers or payers, are thinking strategically about how to leverage the "channel" to the patient to amplify clinical impact by delivering content that enables patients to play an active role in their own healthcare

CARE DELIVERY / OPERATIONAL EFFICIENCY

- With nearly 50% of physicians employed by provider organizations, efficient credentialing, onboarding, and continuous monitoring are becoming an acute revenue and compliance challenge, leading to a surging demand for comprehensive healthcare specific workforce management and human capital management solutions
- The ongoing transition to value-based care has increased pressure on hospital and health systems' margins, driving organizations to invest in cost-control solutions, primarily focused on procured goods and services, consumables, and third-party services

CARE DELIVERY / CLINICAL

- Social distancing requirements and changes to reimbursement rates as a result of the spread of COVID-19 have rapidly accelerated the adoption of telehealth solutions by providers and payors across specialties
- The pharmacy is playing an increasing role in actively managing patient care: the average patient sees their pharmacist 9x as often as they visit their physician

REVENUE CYCLE MANAGEMENT

- While patient-pay modules had historically driven limited value for providers as standalone solutions, their deeper integration into both the episode of care and the broader RCM ecosystem is driving both provider adoption and accelerated investment interest
- The market is continuing the trend of investment in, and provider adoption of, tools for management of complex claims (e.g., workers' comp, car accidents) and AI-enabled charge-capture and billing solutions

PHARMA AND DEVICES

- The convergence of clinical and commercial objectives and the paradigm shift towards specialty drugs with narrow patient populations has given rise to critical challenges around market access, go-to-market strategy, and clinical trial enrollment
- The prevention of unnecessary treatment and medication adherence has been helped by increased patient / physician interaction and shared institutional knowledge

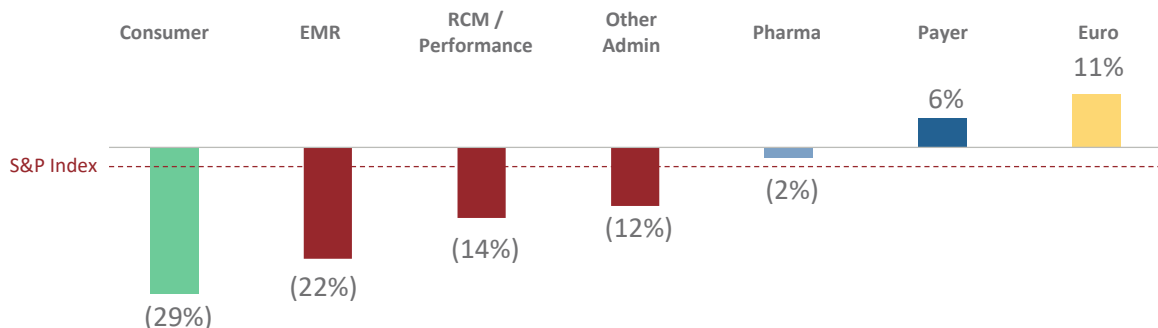
POPULATION HEALTH

- Lack of interoperability across EMRs and other clinical systems remains a fundamental barrier to aggregating patient data into a single, uniform source of truth, though recent CMS rules will likely set the process in motion over several years
- The rapid rise of Medicare Advantage plans and commercial, value-based arrangements underpins demand for sophisticated care management solutions that can deliver a holistic view of the patient or member and rapidly close gaps in care

Impact of COVID-19 on Healthcare Technology

The global COVID-19 pandemic represents a pivotal moment for healthcare technology as hospital, provider, patient, and government behavior changes dramatically, with significant short- and long-term ramifications.



YEAR-TO-DATE PUBLIC EQUITY PERFORMANCE



STRONGEST PERFORMERS (YTD)

	Pharma	66.7%	Digital transformation for life sciences companies has become critical to success, with Veeva the established leader for that capability
	RCM	41.9%	Nuance's performance is underpinned by increased adoption of its new cloud platforms and out-performance of market expectations for the quarter

WEAKEST PERFORMERS (YTD)

	Consumer	(51.0%)	Disruptions to the Q1 and Q2 selling season for the Employer segment has cast doubt on BNFT's ability to meet 2020 projections, while talks of a failed sale process has added downward pressure
	Consumer	(50.1%)	Significant selling headwinds in the Q1 and Q2 season has disrupted bookings momentum and has put pressure on the business to meet the new, lowered, 2020 projections

Telehealth

The outbreak of COVID-19 has established telehealth as a new pillar in care delivery across specialties for the future. Reimbursement changes have brought telehealth payments more closely in line with in-person visits. Going forward, consumer pressure and government advocacy will be necessary to maintain payments to incentivize doctors to offer virtual visits.

Specialty EMRs and Practice Management

Specialty EMRs and practice management vendors, particularly those with a revenue cycle services and/or payment processing offering, saw a steep decline in revenues and profitability as outpatient clinics. With clinics re-opening and non-emergent procedures returning, revenue should steadily increase.

Supply Chain

The COVID-19 outbreak has exposed the integrity of medical supply chains as a weakness within the healthcare system. Impacts on supply chains have stressed hospitals' ability to replace vital supplies as a reliance on single vendors has led to a shortage of critical medications, PPE, and equipment.

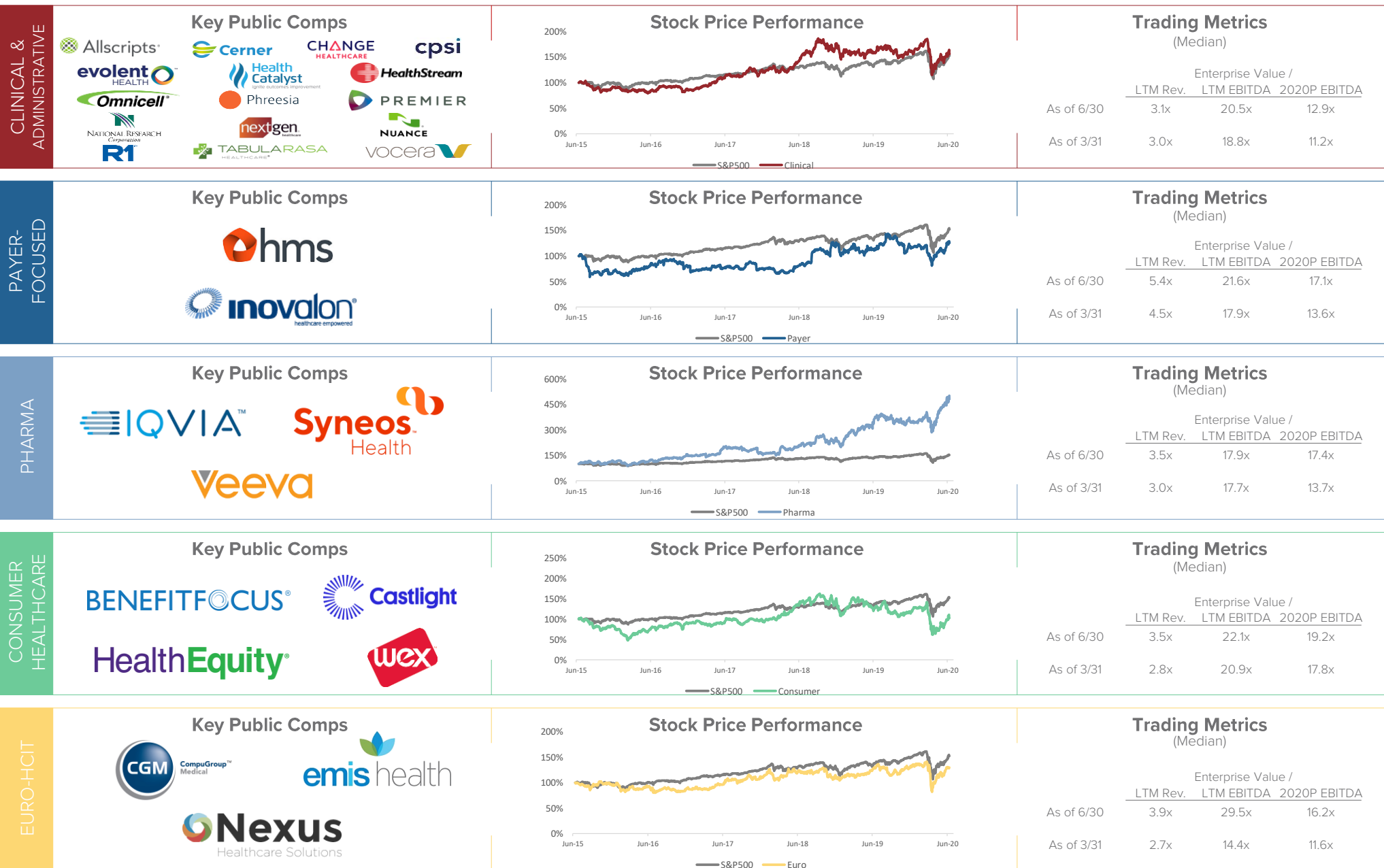
Pharma and Clinical Trials

Near-term new trial activity will see a reduction as CRO access to patients is limited and sites are closed. CROs are now running decentralized, virtual trial sites aided by the use of telehealth and remote monitoring tools to keep trials progressing. With hospitals and clinics closed to sales reps, limited access to HCPs is expected to slow pharma sales and commercial investment in the near-term.

Patient Safety

Patient safety and clinical surveillance tools are providing providers and administrators with the tools to manage patient and staff activity in their hospitals in real time. Providing stakeholders with the ability to monitor and assess both patient and provider interactions will enable hospitals to more effectively manage outbreaks.

HCIT Public Market Observations¹



As of June 30, 2020.

Public Comparables

VALUATION AND OPERATING METRICS¹

	Stock Performance									
	Mkt Cap	TEV	Current		LTM		TEV / EBITDA		LTM	2020P
			Price	% of LTM High	Revenue	% Growth	EBITDA	Margin		
Consolidated										
CLINICAL / ADMINISTRATIVE										
EMR										
Cerner Corporation	\$21,149	\$22,269	\$69.49	85.9%	\$5,714	4.6%	\$1,169	20.5%	19.1x	12.9x
Allscripts Healthcare Solutions, Inc.	1,072	2,049	6.60	55.6%	1,756	0.5%	84	4.8%	24.3x	7.3x
NextGen Healthcare, Inc.	723	764	10.94	52.9%	540	2.1%	32	5.8%	24.2x	9.0x
Computer Programs and Systems, Inc.	314	419	22.39	62.6%	275	(1.2%)	34	12.4%	12.3x	10.0x
Median	\$898	\$1,406	\$16.67	59.1%	\$1,148	1.3%	\$59	9.1%	21.6x	9.5x
RCM / Performance										
Nuance Communications, Inc.	\$7,198	\$8,556	\$25.59	98.4%	\$1,854	10.0%	\$388	20.9%	22.0x	24.4x
Change Healthcare Inc.	3,305	7,931	10.89	62.0%	NA	NA	NA	NA	NA	9.5x
Premier, Inc.	2,478	2,561	34.62	86.3%	1,273	48.2%	560	44.0%	4.6x	4.6x
R1 RCM Inc.	1,353	1,954	11.78	84.2%	NA	NA	NA	13.7%	11.6x	9.0x
Evolent Health, Inc.	633	927	7.40	61.6%	896	30.8%	(42)	NM	11.6x	32.7x
Median	\$2,478	\$2,561	\$11.78	84.2%	\$1,273	30.8%	\$388	20.9%	11.6x	9.5x
Other Administrative										
Omnicell, Inc.	\$2,923	\$2,878	\$68.59	72.3%	\$924	14.5%	\$115	12.5%	25.0x	19.2x
National Research Corporation	1,453	1,479	57.82	81.0%	130	8.5%	49	37.6%	30.2x	NA
Tabula Rasa HealthCare, Inc.	1,177	1,395	54.22	77.8%	297	34.0%	2	0.8%	NM	29.9x
Health Catalyst, Inc.	1,085	933	28.55	57.3%	165	NM	(52)	NM	NM	NM
Phreesia, Inc.	1,055	991	27.99	80.3%	130	24.5%	(7)	NM	NM	NM
HealthStream, Inc.	704	592	21.99	73.8%	250	3.5%	34	13.7%	17.2x	16.3x
Vocera Communications, Inc.	685	577	21.38	66.6%	186	6.4%	(5)	NM	NM	46.8x
Median	\$1,085	\$991	\$28.55	73.8%	\$186	11.5%	\$2	13.1%	25.0x	24.6x
Clinical / Administrative Median	\$1,131	\$1,437	\$23.99	73.1%	\$418	8.5%	\$34	13.7%	20.5x	12.9x
PAYER-FOCUSED										
Inovalon Holdings, Inc.	\$3,025	\$3,979	\$19.47	84.7%	\$651	12.2%	\$182	27.9%	21.9x	17.6x
HMS Holdings Corp.	2,881	2,993	32.58	80.1%	650	7.4%	141	21.7%	21.2x	16.5x
Payer-Focused Median	\$2,953	\$3,486	\$26.03	82.4%	\$650	9.8%	\$161	24.8%	21.6x	17.1x
PHARMA										
Veeva Systems Inc.	\$36,369	\$35,040	\$242.22	99.2%	\$1,196	31.3%	\$328	27.4%	NM	66.2x
IQVIA Holdings Inc.	27,027	38,980	141.53	83.7%	11,158	5.9%	1,887	16.9%	20.7x	17.4x
Syneos Health, Inc.	6,008	8,921	57.68	77.7%	4,720	6.0%	586	12.4%	15.2x	15.1x
Pharma Median	\$27,027	\$35,040	\$141.53	83.7%	\$4,720	6.0%	\$586	16.9%	17.9x	17.4x
CONSUMER HEALTHCARE										
WEX Inc.	\$7,085	\$9,263	\$162.83	68.8%	\$1,773	16.9%	\$602	34.0%	15.4x	14.8x
HealthEquity, Inc.	4,244	5,382	59.44	67.0%	635	108.6%	187	29.5%	28.7x	24.1x
Benefitfocus, Inc.	358	535	11.15	39.5%	294	10.9%	(12)	NM	NM	19.2x
Castlight Health, Inc.	118	93	0.79	24.5%	147	(5.5%)	(31)	NM	NM	NM
Consumer Healthcare Median	\$2,301	\$2,959	\$35.30	53.2%	\$464	13.9%	\$88	31.7%	22.1x	19.2x
EURO-HCIT										
Compugroup Medical SE & Co. KGaA	\$4,366	\$4,827	\$81.26	91.9%	\$859	2.5%	\$164	19.1%	29.5x	21.1x
EMIS Group plc	834	799	13.29	84.5%	211	10.7%	56	26.3%	14.4x	13.7x
Nexus AG	708	664	44.94	98.8%	170	5.4%	21	12.6%	30.9x	16.2x
Euro Median	\$834	\$799	\$44.94	91.9%	\$211	5.4%	\$56	19.1%	29.5x	16.2x
Consolidated Median	\$1,403	\$2,001	\$28.27	77.7%	\$650	9.3%	\$84	19.1%	21.2x	16.4x

As of June 30, 2020.
(\$ in millions, excl. stock price)



Select Healthcare IT M&A Transactions¹

Closed June 10, 2020



Enterprise Value: NA EV / Rev: NA
Rev: NA EV / EBITDA: NA

ICONIQ Capital's investment in QGenda

- QGenda is a leading provider of SaaS-based workflow management software to the healthcare industry
- The Company's scheduling, clinical capacity, and labor analytics solutions have been adopted by over 3,000 customers across more than 30 medical specialties
- With the new investment from ICONIQ Capital and continued financial support and industry expertise of Francisco Partners, QGenda will focus on expanding its footprint and growth through new product investment and unparalleled customer service

Closed June 2, 2020



Enterprise Value: NA EV / Rev: NA
Rev: NA EV / EBITDA: NA

Rubicon Technology Partners' acquisition of Central Logic

- Central Logic is a provider of comprehensive patient logistics and care orchestration software for health systems
- The Company's SaaS solution provides real-time visibility and business intelligence tools to manage complex patient transfers across integrated health systems
- The investment from Rubicon Technology Partners will be used to accelerate growth through product innovation, sales expansion, delivery and customer support, and pursuit of acquisitions

Closed May 18, 2020



Enterprise Value: NA EV / Rev: NA
Rev: NA EV / EBITDA: 18.5x

Optum's acquisition of NaviHealth

- NaviHealth is a provider of a software platform for health systems and payers to manage patient care post-hospital discharge
- The Company's platform manages post-acute services for over 4.5M Medicare Advantage members and nine of the top 10 largest health systems
- Following the acquisition, naviHealth's post-acute clinical model and data-drive insights will be paired with Optum's existing community-based health care and clinical capabilities to meet the demand for personalized, value-based care coordination for complex health conditions across the continuum of care

Closed May 1, 2020



Enterprise Value: \$213M EV / Rev: 3.2x
Rev: \$67M EV / EBITDA: NA

Change Healthcare's acquisition of eRx Network

- eRx Network is a provider of real-time, comprehensive data-driven solutions for pharmacies focused on improving operational efficiency and maximizing reimbursement
- The Company's solutions integrate directly into existing pharmacy workflows to offer claims processing and editing, real-time insurance verification, e-prescribing, and claims billing
- The addition of eRX will allow Change to offer a broader portfolio of solutions to pharmacies and life sciences companies while increasing market share, advancing innovation, and developing new solutions

Closed April 9, 2020



Enterprise Value: \$700M EV / Rev: 5.4x
Rev: \$130M EV / EBITDA: NA

The Blackstone Group's acquisition of HealthEdge

- HealthEdge is a provider of core administrative processing systems solutions ("CAPS") to healthcare payors across a range of market segments including government, commercial, individual, and dental
- The Company's solutions enable payers to seamless and efficiently administer benefits, configures plans, manage providers, and enroll participants
- The Blackstone Group will provide HealthEdge with the operational and financial resources necessary to accelerate growth and further disrupt the traditional payer technology market

What We're Reading

THE POTENTIAL SECURITY CRISIS PRESENTED BY RAPID TELEHEALTH ROLLOUTS

Healthcare IT News

June 10, 2020

The COVID-19 pandemic has caused an unprecedented rise in telehealth technologies and services. While this rapid change has been beneficial for patients, it has also created increased opportunities for cybercriminals to take advantage of the large amount of health data being generated. Medical devices have historically been considered problematic due to their light operational footprint, which doesn't allow for much security processing-power, and for their close links to the cloud, which can be easily accessed. In order to combat these risks, it is suggested that hospitals conduct a third-party risk assessment on any service being used, and ensure that all vendors have robust security programs in place.

Read the full article [here](#).

HOW AI-DRIVEN REMOTE HEALTHCARE MONITORING IMPROVES HEALTH AND PEACE OF MIND FOR VULNERABLE PATIENTS

Tech Radar

June 10, 2020

Over the past ten years there has been an extraordinary amount of innovation within the digital healthcare space. Artificial intelligence and machine learning-driven remote healthcare technology has allowed for improved outcomes and an increase in quality of life for patients. Benefits like reduced time spent in hospitals allows for a reduction in patient exposure to systemic diseases like COVID-19 and protects the lives of both healthy and vulnerable patients alike.

Read the full article [here](#).

WHAT HEALTH PLANS MUST KNOW ABOUT TELEHEALTH'S IMMEDIATE IMPACT ON RISK ADJUSTMENT

MedCity News

May 31, 2020

When COVID-19 began and telehealth was on the rise, there was concern that health plans would not have access to risk adjustment data that was being generated through telehealth visits. When CMS approved telehealth as a means for health plans to gather risk adjustment data in April, health plans were relieved but in need of a way to implement successful risk adjustment initiatives. Focusing on solving disjointed telehealth strategies and helping strained PCPs increase engagement from their patient populations will allow health plans to ultimately find success.

Read the full article [here](#).

WHY COVID-19 IS PROVING A 'GREAT EQUALIZER' FOR MENTAL HEALTH CARE

Fierce Healthcare

May 29, 2020

Virtual behavioral health care has been on the rise as COVID-19 has come to the forefront of the healthcare landscape. Social isolation, financial difficulties, and job loss are all contributing to the negative mental state of many individuals, and virtual care allows for the proactive treatment and management of these emotions through a tumultuous time. According to Teladoc, this increase in behavioral healthcare has shattered the stigma around seeking treatment for mental health issues, which is expected to continue post the pandemic.

Read the full article [here](#).

COVID-19 TESTS THE VALUE OF ARTIFICIAL INTELLIGENCE IN MEDICINE

Modern Healthcare

May 22, 2020

Several research teams throughout the country have repurposed AI programs that were developed in calmer times to address issues with COVID-19. Machine-learning programs sift through millions of pieces of data looking for patterns, which can be helpful but also disruptive as they tend to result in answers that are not yet standard procedure and can confuse practitioners. These programs are exciting and offer new insights into disease, but should be used cautiously by practitioners until there has been validation of the results.

Read the full article [here](#).

M&A Transaction Activity

SELECT RECENT M&A TRANSACTIONS¹

Closed Date	Target	Acquirer	Business Description	Enterprise Value (\$M)	Implied EV / Revenue	Implied EV / EBITDA
Pending	Corilus SA	Gilde Buy Out Partners BV	Provider of practice management systems and communication tools across the healthcare continuum.	*	*	*
Pending	Syntellis Performance Solutions, LLC	Madison Dearborn Partners, LLC; Thoma Bravo, LLC	Provider of enterprise performance management software and data analytics solutions for healthcare, higher education, and financial institutions.	*	*	*
07/01/20	Parts of IT Healthcare portfolio in Germany and Spain of Cerner Corp.	CompuGroup Medical Societas Europaea (nka:Compugroup Medical SE & Co. KGaA)	Provider of hospital information systems and document archiving solutions.	\$247.6	3.0x	17.3x
07/01/20	InTouch Technologies, Inc.	Teladoc Health, Inc.	Provider of enterprise telehealth solutions for hospitals and health systems.	\$599.7	7.0x	*
06/25/20	Citra Health Solutions	Cedar Gate Technologies (GTCR)	Provider of capitation management software solutions.	*	*	*
06/22/20	Isopharm Limited	Confederation Of Dental Employers Ltd	Provider of online continuing professional development in the dental market.	*	*	*
06/15/20	Technology Platform, Patents and Key Intellectual Property of CareZone	Walmart Inc.	Provider of a medication management platform for patients.	*	*	*
06/10/20	QGenda, LLC	ICONIQ Capital, LLC	Provider of automated physician scheduling software.	*	*	*
06/02/20	Central Logic Inc.	Rubicon Technology Partners	Provider of comprehensive patient logistics and care orchestration software for health systems.	*	*	*
06/01/20	PDX, Inc.	Change Healthcare Inc.	Provider of integrated retail, specialty, and outpatient pharmacy solutions.	\$208.0	*	*
05/31/20	Level Ex, Inc.	Brainlab AG	Provider of medical video games designed to advance the clinical skills of physicians and surgeons.	*	*	*
05/19/20	SwervePay Health	Ontario Systems (New Mountain Capital)	Provider of a cloud-based patient payment mobile application for practice management systems.	*	*	*
05/19/20	Physera, Inc.	Omada Health, Inc.	Provider of workout tools and routines to connect patients suffering from musculoskeletal injuries with physical therapists.	*	*	*
05/18/20	naviHealth, Inc.	OptumHealth, Inc.	Provider of post-acute clinical support services.	*	*	*
05/15/20	Kaiku Health Oy	Elekta AB	Provider of user-centered software solutions for patients, doctors, and nurses to communicate online.	*	*	*
05/15/20	Logical Images, Inc.	Undisclosed Buyer	Provider of visual medical diagnostic technology solutions.	*	*	*
05/14/20	Tissue Analytics, Inc.	Net Health Systems (Level and Carlyle)	Provider of a mobile, EMR-integrated application to measure chronic wounds, burns, and skin conditions.	*	*	*
05/12/20	RxSense	Parthenon Capital	Provider of pharmacy benefit management solutions and health savings programs.	*	*	*
05/05/20	Co-Pilot Analytics Solution of Consonus Healthcare Services	PointClickCare (Dragoneer and Pohlrad)	Provider of analytical solutions for pay-for-performance relationships.	*	*	*
05/05/20	LOUMCARE	Dental Monitoring SAS	Provider of patient adherence solutions for orthodontic practices.	*	*	*



M&A Transaction Activity (cont'd)

SELECT RECENT M&A TRANSACTIONS¹

Closed Date	Target	Acquirer	Business Description	Enterprise Value (\$M)	Implied EV / Revenue	Implied EV / EBITDA
05/04/20	HealthCare IT Business of Agfa Gevaert Group	Dedalus Holding (Ardian)	Provider of healthcare information services and an imaging platform.	\$975.0	3.8x	19.5x
05/01/20	Connected Analytics Business of Change Healthcare, Inc.	Kaufman, Hall & Associates, Inc.	Provider of data and analytics solutions for the healthcare industry.	\$55.0	*	*
05/01/20	eRx Network, LLC	Change Healthcare Inc.	Provider of third-party claims management, billing, and e-script solutions for retail pharmacies.	\$213.0	3.2x	*
04/22/20	Conscriptor Ab/Max Manus AS	Verdane Edda	Provider of medical journal documentation, speech recognition, and dictation software.	*	*	*
04/14/20	Symplur LLC	W2O Group (New Mountain Capital)	Provider of a social media analytics platform for the healthcare industry.	*	*	*
04/13/20	Life Science Division of Cumberland Consulting Group, LLC	IntegriChain (A-KKR)	Provider of pricing and compliance advisory services, business process outsourcing, and analytics to pharmaceutical manufacturers.	*	*	*
04/09/20	HealthEdge Software, Inc.	The Blackstone Group Inc.	Provider of integrated financial, administrative, and clinical software platform for payers.	\$700.0	5.4x	*
04/07/20	CriticalPoint, LLC	TRC Healthcare (Levine Leichtman)	Provider of medication e-learning and live training solutions to pharmacists.	*	*	*
04/01/20	Alfa Kommun & Landsting	Main Capital Partners B.V.	Provider of electronic prescription and medication management solutions.	*	*	*
04/01/20	Smith Technologies (f.k.a. Red Sail Technologies)	Francisco Partners	Provider of community pharmacy technology, long-term care technology, and public sector software.	*	*	*
04/01/20	SCI Solutions, Inc.	R1 RCM Inc.	Provider of patient referral solutions for healthcare providers.	\$190.0	6.3x	9.5x
03/31/20	Black Swan Analysis Limited	Evaluate Ltd.	Provider of analyses, valuations, commercialization plans, and strategic insight solutions.	*	*	*
03/25/20	SmartLinx Solutions LLC	Marlin Equity Partners, LLC	Provider of human capital management and workforce management solutions.	*	*	*
03/17/20	PharmOutcomes	EMIS	Provider of a pharmacy services management system to record and manage patient services.	*	*	*
03/15/20	TeleHealth Solution, Inc.	New Capital Partners	Provider of telemedicine and telehealth services in the acute and post-care settings.	*	*	*
03/12/20	The StayWell Company, LLC	WebMD (KKR)	Provider of employee well-being and clinical patient education platform.	*	*	*
03/09/20	NurseGrid	HealthStream, Inc.	Provider of communication and scheduling solutions for nurses.	\$25.0	*	*
03/04/20	Psych Now, LLC	MindCare Solutions Group, Inc.	Provider of telepsychiatry services to behavioral health hospitals.	*	*	*
03/01/20	Acclara Solutions	Providence St. Joseph Health	Provider of patient financial responsibility and reimbursement solutions.	*	*	*
02/28/20	Acurity and Nexera	Premier	Acurity is a provider of a regional GPO; Nexera is a provider of hospital financial improvement consulting.	\$291.5	*	*

Private Placement Transaction Activity

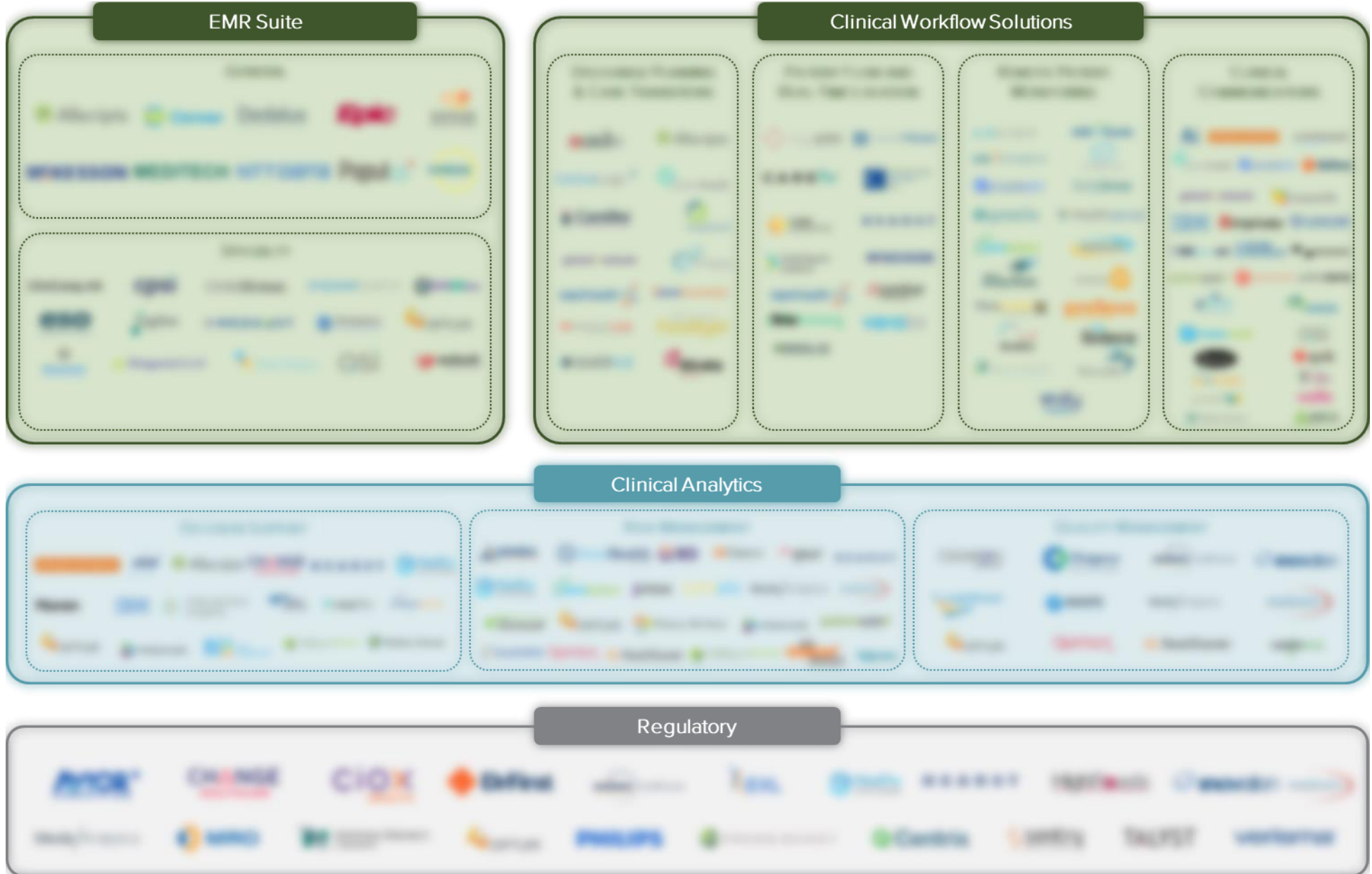
SELECT RECENT PRIVATE PLACEMENT TRANSACTIONS¹

Closed Date	Company	Sector	Round / Stage	Money Raised (\$M)	Money Raised to Date (\$M)	Lead Investor(s)	Business Description
06/22/20	 cedar	Provider-Facing Solution	Series C	\$102.0	\$157.0	Andreessen Horowitz	Provider of a financial engagement platform for hospitals, health systems, and medical groups to simplify billing and payments.
06/10/20	 KYRUUS	Provider-Facing Solution	Growth	\$30.0	\$161.3	Francisco Partners Management, L.P.	Provider of web-based physician network optimization software solutions to hospitals, health systems, and physicians.
06/10/20	 ALPHA HEALTH	Revenue Cycle Management	Series A	\$20.0	\$20.0	Andreessen Horowitz LLC; Costanoa Venture Capital	Provider of a unified revenue cycle management (RCM) platform for health systems.
06/10/20	 cue	Pharma & Devices	Series C	\$102.6	\$145.0	Johnson & Johnson; Madrone Capital Partners; Foresite Capital Management	Provider of medical diagnostic products for professionals and individual consumers.
06/09/20	 DNAnexus	Pharma & Devices	Series G	\$100.0	\$272.6	Regeneron Pharmaceuticals; Perceptive Advisors; First Round Capital; TPG Biotech	Provider of cloud-based genome informatics and data management tools for biopharmaceutical and pharmaceutical manufacturers.
06/09/20	 PATIENTPING	Patient-Facing Tools	Series C	\$60.0	\$104.1	GV; Andreessen Horowitz LLC; F Prime, Inc.; Transformation Capital Partners, LP	Provider of a care coordination network that alerts healthcare providers via real-time notifications whenever a patient receives care at another institution.
05/28/20	 Benchling	Pharma & Devices	Series D	\$50.0	\$111.6	Benchmark; Menlo Ventures Management; Alkeon Capital; Thrive Capital; ICONIQ Capital	Provider of a cloud-based informatics platform for life sciences research and development applications.
05/28/20	 syapse	Provider-Facing Solution	Growth	\$30.0	\$114.9	Safeguard Scientifics; Ascension Ventures; Amgen Ventures; Merck Innovation Fund	Provider of a precision medicine software platform focused on collecting, aggregating, and analyzing outcomes data.
05/17/20	 Tia	Patient-Facing Tools	Series A	\$24.3	\$26.8	Threshold Ventures; Compound; Homebrew Management LLC; ACME VC; Define Ventures	Provider of online and offline female healthcare.
05/15/20	 PlushCare	Patient-Facing Tools	Series B	\$23.0	\$31.1	Transformation Capital Partners, LP	Provider of a virtual platform that connects patients to primary care physicians.
04/03/20	 98point6	Provider-Facing Solution	Series D	\$43.0	\$126.5	West Street Capital Partners	Provider of on-demand, text-based primary care solutions that enable physicians to provide services for acute primary care illnesses and ongoing health management.

Care Delivery - Landscape

TO VIEW FULL MARKET MAP
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INPATIENT & CLINICAL



Select HW TMT Transactions

 acquired by 	 acquired 	 acquired 	 acquired by 	 acquired by 	 strategic investment in 	 acquired by 	 investment from 	 acquired by 	 recapitalized by 	 acquired 	 acquired by 	 significant growth investment from 	 acquired by 	 acquired by
 significant growth investment from 	 acquired by 	 acquired by 	 has received a controlling investment from 	 acquired 	 acquired by 	 acquired 	 strategic investment from 	 acquired by 	 acquired 	 acquired by 	 acquired 	 acquired by 	 acquired by 	 acquired
 acquired by 	 acquired by 	 acquired 	 acquired by 	 acquired by 	 acquired by 	 acquired 	 a wholly-owned affiliate of acquired by 	 invested in 	 majority investment from 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by
 investment from 	 acquired 	 acquired by 	 merged with 	 investment from 	 acquired by 	 acquired by 	 acquired 	 acquired by 	 investment from 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired
 majority investment from 	 growth investment from 	 acquired by 	 majority investment from 	 acquired by 	 majority investment from 	 recapitalized by 	 acquired by 	 acquired 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 recapitalized by
 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired a majority stake in 	 acquired by 	 majority investment from 	 minority investment from 	 acquired by 	 acquired by 	 acquired by
 acquired by 	 strategic investment from 	 merged with 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by 	 acquired by

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Sources and Disclosures

Sources

1. CapIQ.
2. PitchBook.

Disclosures

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