

# **Healthcare IT Sector Brief**

Harris Williams | Q4 2023

### Perspectives on Healthcare IT

### **Patient-Facing Solutions**



Solutions aimed at supporting healthcare consumers directly and through payer/provider systems

Payer & Provider **Consumer Solutions** Solutions

### **Select Market Participants**











hreesia







### **Key Trends**

- Concerted efforts to streamline the patient experience create the opportunity to alleviate friction between providers and payers through reduction of administrative burden
- Consumer expectations are growing for increased accessibility of offerings with easy-to-use patient portals

### **Care Delivery**



Solutions designed to optimize patient treatment and provider organizations

**Operational** Efficiency

Inpatient - Clinical

Outpatient - Clinical Post-Acute - Clinical

#### **Select Market Participants**



### **Key Trends**

- Health systems are hyperaware of the need to adopt innovative IT solutions to facilitate integration across disparate systems
- Physician and hospital referral sources now expect post-acute care providers to adopt interoperable solutions, putting pressure on investors and software providers to effectively scale and deploy solutions into the post-acute setting

### Pharma & Devices



Solutions to aid in the distribution and delivery of medicine

Research. Development, and Safety

**Go-to-Market Tools** 

#### **Select Market Participants**













### **Key Trends**

- Pharma companies look to optimize every portion of the development and commercialization life cycle to increase efficiencies, maximize returns on approved therapies, and accelerate development cycles
- Technology partners that accelerate time to market and streamline market access drive value in the increasingly competitive life sciences space

### **Revenue Cycle** Management



Solutions to drive improvement in payment measurement and collection within payer and provider organizations

Paver and Risk-**Bearing Entity** Solutions

**Provider Solutions** 

### **Select Market Participants**











### **Population Health & Risk Management**



Solutions to more effectively treat patient member populations and manage overall provider systems

**Population Analytics** 

Care Coordination

Data Control

**PHM Informatics** 

#### **Select Market Participants**













### **Key Trends**

- Massive market opportunity in outsourced RCM services has supported consolidation, specialization, and investment in automation across the full healthcare continuum
- Continued shift toward digitally outsourced revenue cycle management allows providers to focus on delivering top-tier patient care

### **Key Trends**

- Information hubs provide repositories for data usability across the healthcare ecosystem, ultimately enhancing patient outcomes across communities
- Opportunities to leverage data for unique clinical insights and / or thirdparty monetization are underpinning investment interest in unique data management tools



## What We're Reading

### Healthcare CIOs Plan Increased IT Investments in the Year Ahead

#### **Healthcare IT News**

According to a recent study, more than 88% of hospital chief information officers and other IT leaders plan to increase their investments in third-party technology in 2023 and 2024. In a concerted effort to increase efficiency and cut costs, hospital IT leaders are turning to advanced analytics, 5G networks, artificial intelligence, and remote patient monitoring as top investment priorities.

Read the full article here.

### Hospitals Are Seeing Higher-Acuity Patients Struggling to Discharge to Post-Acute Care Settings

#### Fierce Healthcare

An increase in patient acuity amidst post-acute care provider staffing shortages is making it more difficult to place patients in more cost-effective care settings, such as home-based care. The use of technologies to improve care coordination amongst hospitals and post-acute providers is essential as the population ages and staffing shortages continue.

Read the full article here.

### **How Technological Upgrades and Grants Support Better Community Care**

### **HealthTech Magazine**

Community health centers, also known as federally qualified health centers (FQHCs), offer critical access to primary care services to uninsured, underinsured, and underserved populations. Typically operating on tight budgets, FQHCs have turned to technologies that enhance their data capabilities in order to determine what services are needed to avoid health disparity.

Read the full article here.

### Health System Executives Bullish on Generative AI, But Still Lack Strategy

#### **Healthcare IT News**

According to a recent report, three in four C-suite leaders say recent artificial intelligence advancements will "reshape the industry," but just six percent have an organizational plan to harness it. Experts believe that adoption of AI will grow as more and more provider organizations get serious about harnessing the potential of generative AI and automation to address longstanding clinical, financial, and operational challenges.

Read the full article <u>here</u>.

# Recent Harris Williams Healthcare / Technology Content

Dental Technology: Opportunities to Optimize Dentistry



Link to Read

Return on Innovation, Part 8: Investing in Drug Discovery



Link to Read

### Select Q3 2023 Healthcare IT Transactions

### NextGen Healthcare to Be Acquired by Thoma Bravo



**Target** 



Buyer

Announced: 09/06/2023

EV: ~\$1.8B

EV / LTM Revenue: 2.5x EV / LTM EBITDA: 14.7x

- · NextGen Healthcare is a provider of healthcare technology solutions to medical, behavioral, and oral health providers
- The investment will allow NextGen to further accelerate product investments to better support the increasingly complex needs of ambulatory providers and ultimately improve patient outcomes

### PracticeTek and Integrated Practice Solutions (dba ChiroTouch) Merge



Target



Buyer

Announced: 09/05/2023

EV: NPI

EV / LTM Revenue: NPI EV / LTM EBITDA: NPI

- PracticeTek is a provider of software and payments solutions to the retail healthcare market, and ChiroTouch is a practice management and electronic health record software platform
- Under the PracticeTek brand, the combined entity will deliver retail healthcare software workflow with preencounter, encounter, and post-encounter solutions made available to the 500,000 providers in the market

### **Experience Care Acquired by WellSky**



Target





Buyer

Announced: 08/23/2023

EV: NPI

EV / LTM Revenue: NPI EV / LTM EBITDA: NPI

- Experience Care is a technology company offering a suite of software solutions for post-acute and long-term care providers
- The combination of the two firms will enable more providers to increase operational efficiencies, improve financial performance, and turn data into meaningful information that advances resident care

### QualityMetric Acquired by IQVIA (NYSE: IQV)



**Target** 



Announced: 08/22/2023

EV: NPI

EV / LTM Revenue: NPI EV / LTM EBITDA: NPI

- QualityMetric is a provider of functional health status assessments intended to help life science and healthcare organizations quantify, qualify, and advance their medical efforts
- QualityMetric will contribute toward IQVIA's mission of providing advanced analytics, technology solutions, and contract research services to the life sciences industry

### Syntellis Performance Solutions Acquired by Roper Technologies (NASDAQ: ROP)







EV / LTM Revenue: NPI EV / LTM EBITDA: NPI

EV: ~\$1.4B

Announced: 08/08/2023

Target

Buyer

- · Syntellis is provider of enterprise performance management software and data and intelligence solutions for healthcare, education, and financial institutions
- Roper plans to combine Syntellis with Strata Decision Technologies to deliver advanced planning, strategy, and data intelligence solutions across all industries that the combined entity now serves

LONE MVIEW

### Smartlinx Receives Strategic Investment from Lone View Capital



**Target** 

Buyer

Announced: 07/24/2023

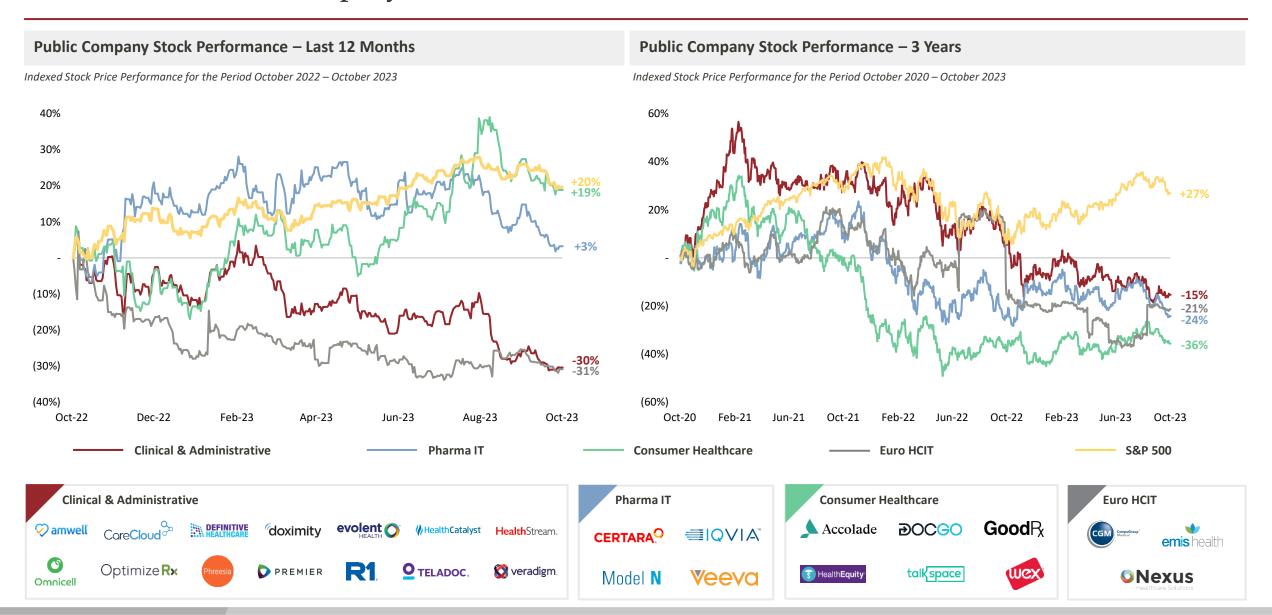
EV: NPI

EV / LTM Revenue: NPI EV / LTM EBITDA: NPI

- Smartlinx is a provider of workforce management solutions, including scheduling, time and attendance, payroll, compliance, human resources, and business insights
- Lone View will leverage its deep operational expertise to support Smartlinx's growth ambitions to address the rapidly changing needs of the long-term, post-acute, and adjacent senior care industries



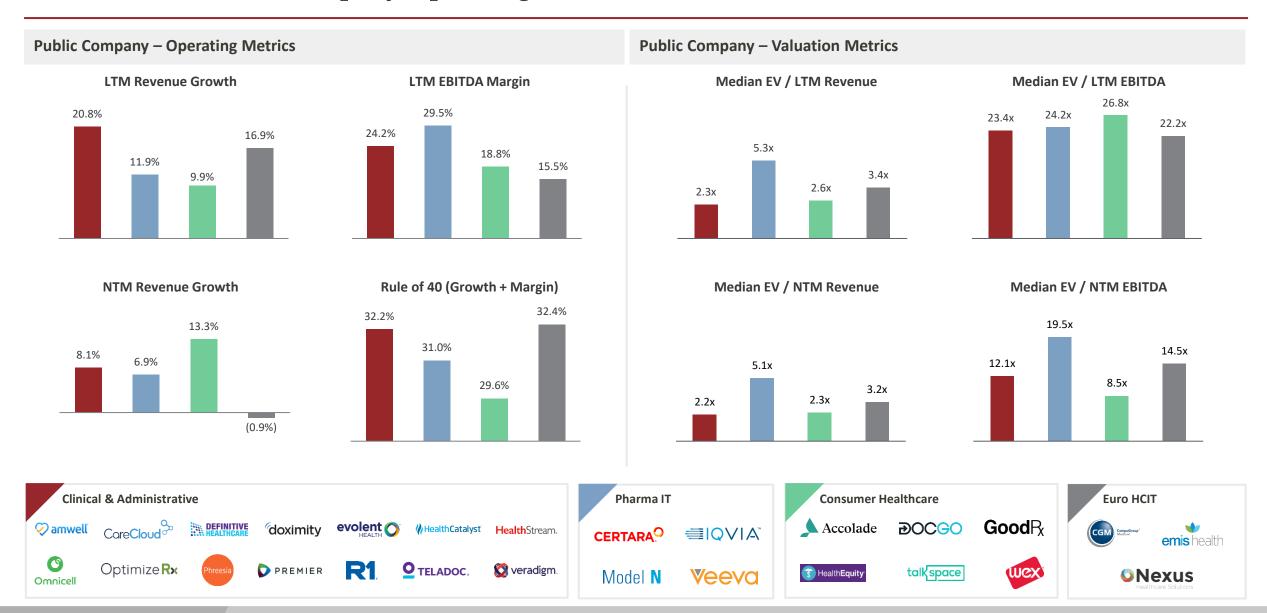
## Healthcare IT Public Company Trended Stock Performance<sup>1</sup>





As of October 1, 2023 (1) Source: S&P Capital IQ

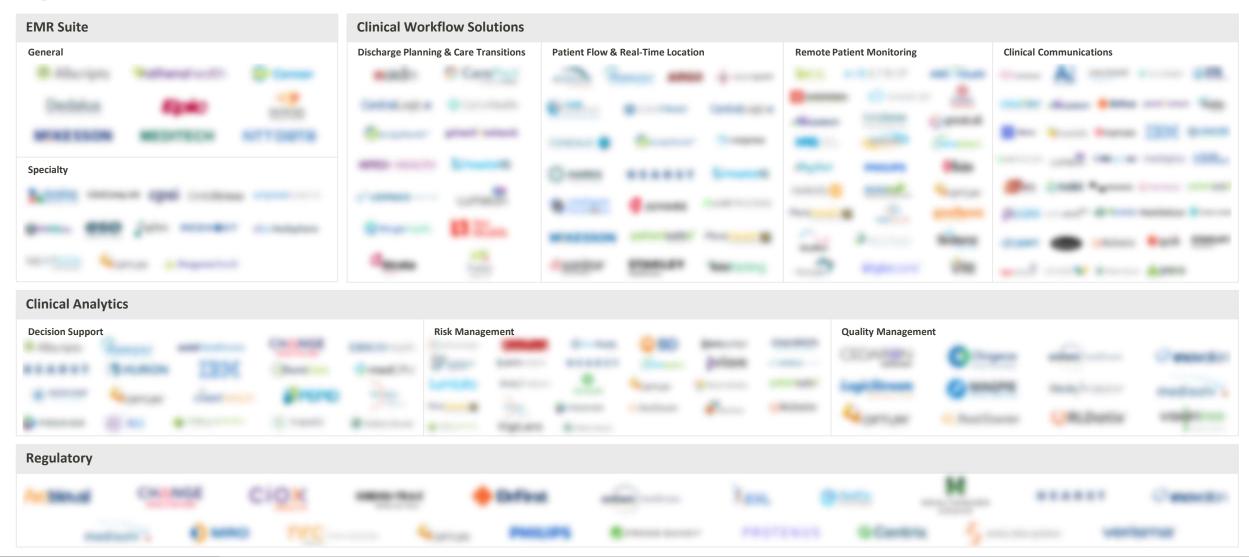
# Healthcare IT Public Company Operating and Valuation Metrics<sup>1</sup>





As of October 1, 2023 (1) Source: S&P Capital IQ

### Inpatient & Clinical



### Harris Williams: Healthcare IT Experience

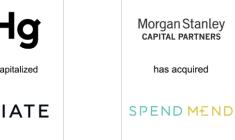
### **Select Healthcare IT Transaction Experience**

























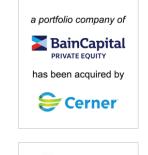




















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**Core Values That Drive Success** 

















MERGERS & ACQUISITIONS

PRIVATE CAPITAL SOLUTIONS

PRIMARY FUND PLACEMENT









75%

Revenue from repeat clients

87%

Managing Directors promoted from within

30+

Year history



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### Select transactions in the **HCIT** sector:









### Learn more about our experience in the space:



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### Sources and Disclosures

#### Sources

- 1. S&P Capital IQ
- 2. PitchBook

#### **Disclosures and Disclaimers**

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# Appendix



# Public Market Operational and Valuation Metrics<sup>1</sup>

As of October 1, 2023 \$ in Thousands		Market	Enterprise	% of 52-Week	LTM	LTM	Enterprise Value/			
Company		Capitalization	Value	High	Gross Margin	EBITDA Margin	LTM Revenue	NTM Revenue	LTM EBITDA	NTM EBITDA
					Clinical / Administrative					
MR										
/eradigm Inc.		\$1,435,674	\$1,161,884	66.5%	50.6%	7.5%	0.8x	1.8x	10.1x	6.8x
NextGen Healthcare Inc.		1,592,209	1,648,123	99.5%	51.0%	8.3%	2.4x	2.3x	29.3x	12.2x
Definitive Healthcare Corp.		905,262	1,269,138	46.0%	87.3%	7.3%	5.3x	4.8x	72.6x	17.3x
OptimizeRx Corporation		129,443	66,717	34.2%	60.3%	NM	1.1x	1.1x	NM	NM
CareCloud Inc.		17,972	25,045	25.5%	39.9%	9.6%	0.2x	0.2x	2.1x	1.5x
	Median	\$905,262	\$1,161,884	46.0%	51.0%	7.9%	1.1x	1.8x	19.7x	9.5x
RCM / Performance										
R1 RCM Inc.		6,313,705	8,042,305	77.4%	19.5%	21.1%	3.8x	3.3x	17.9x	12.1x
Evolent Health Inc.		3,041,779	3,767,885	71.7%	24.7%	5.3%	2.3x	1.7x	43.3x	17.9x
Premier Inc.		2,572,958	2,934,797	60.4%	67.1%	38.9%	2.2x	2.2x	5.6x	6.2x
	Median	\$3,041,779	3,767,885	71.7%	24.7%	21.1%	2.3x	2.2x	17.9x	12.1x
Other Administrative	•									
Doximity Inc.		4,131,794	3,274,254	52.9%	87.7%	32.0%	7.5x	6.9x	23.4x	15.8x
Teladoc Health Inc.		3,066,460	3,693,474	53.5%	70.2%	NM	1.5x	1.3x	NM	11.2x
Omnicell Inc.		2,036,350	2,251,461	49.0%	44.4%	2.9%	1.8x	1.9x	62.0x	14.8x
Phreesia Inc.		1,031,298	919,420	46.7%	63.5%	NM	2.9x	2.3x	NM	NM
HealthStream Inc.		662,216	611,418	77.9%	65.9%	13.1%	2.2x	2.1x	16.8x	9.9x
Health Catalyst Inc.		576,471	482,168	63.8%	47.4%	NM	1.7x	1.6x	NM	41.3x
American Well Corporation		333,068	(94,574)	26.6%	40.3%	NM	-0.3x	-0.4x	NM	NM
	Median	\$1,031,298	919,420	52.9%	63.5%	13.1%	1.8x	1.9x	23.4x	14.8x
Clinical / Administrative Median		\$1,592,209	\$1,648,123	60.4%	51.0%	8.3%	2.2x	2.1x	23.4x	12.2x
					Pharma					
QVIA Holdings Inc.		\$36,029,305	\$48,556,305	81.3%	34.8%	17.9%	3.3x	3.1x	18.5x	12.9x
/eeva Systems Inc.		32,685,366	28,875,132	90.2%	70.7%	19.1%	12.9x	11.1x	67.7x	29.4x
Certara Inc.		2,323,145	2,377,342	58.3%	61.5%	28.0%	6.8x	6.7x	24.2x	19.2x
Model N Inc.		938,266	930,943	56.5%	56.2%	NM	3.8x	3.6x	NM	19.7x
Pharma Median		\$17,504,255	\$15,626,237	69.8%	58.8%	19.1%	5.3x	5.1x	24.2x	19.5x
					Consumer Healthcare					
VEX Inc.		\$8,079,218	\$7,715,318	92.2%	73.5%	33.0%	3.1x	3.0x	9.5x	6.7x
HealthEquity Inc.		6,255,090	6,900,723	92.2%	59.7%	25.8%	7.4x	6.7x	28.5x	18.8x
GoodRx Holdings Inc.		2,239,869	2,192,249	60.1%	90.9%	11.7%	2.9x	2.8x	25.1x	10.2x
accolade Inc.		806,537	828,116	62.2%	44.9%	NM	2.2x	1.9x	NM	NM
DocGo Inc.		553,178	468,669	46.7%	33.0%	3.2%	1.0x	0.7x	32.3x	6.4x
Talkspace Inc.		324,707	198,603	91.5%	46.3%	NM	1.5x	1.3x	NM	NM
Consumer Healthcare Median		\$1,523,203	\$1,510,182	76.9%	53.0%	18.8%	2.6x	2.4x	26.8x	8.5x
					Euro HCIT					
CompuGroup Medical SE & Co. KGaA		\$2,050,036	\$2,807,360	71.2%	36.6%	15.5%	2.1x	2.2x	13.3x	9.3x
EMIS Group plc		1,492,714	1,436,068	99.4%	49.6%	20.2%	2.1x 6.4x	6.4x	31.6x	9.5x 16.8x
Nexus AG		942,795	843,432	79.9%	28.5%	15.5%	3.4x	3.2x	22.2x	14.4x
TONUS FIG		342,133	043,432	7 3.3 70	20.370	13.370	J.4A	J.2A	22.27	
Euro HCIT Median		\$1,492,714	\$1,436,068	79.9%	36.6%	15.5%	3.4x	3.2x	22.2x	14.4x



As of October 1, 2023 (1) Source: S&P Capital IQ

## Recent Sector Transactions Detail<sup>1,2</sup>

Closed Date	Target	Acquirer	Business Description	Enterprise Value (\$M)	Implied EV / Revenue	Implied EV / EBITDA
Pending	NextGen Healthcare Inc.	Thoma Bravo	Provider of healthcare technology solutions.	\$1,764	2.5x	14.7x
Pending	Instem plc	Archi Med SAS	Provider of information technology solutions and services to the life sciences industry worldwide.	\$227	3.0x	18.3x
Pending	Tabula Rasa HealthCare	Exact Care Pharmacy	Provider of technology-driven solutions for value-based care organizations.	\$595	1.8x	NM
09/26/23	Healthjump	Datavant	Provider of a technology platform that shares medical records, facilitates physician-to-physician communication, and analyzes patient data across medical facilities.	*	*	*
09/12/23	Infinia ML	Aspirion Health Resources	Provider of software for enterprise leaders, health innovators, and government partners to analyze text and extract relevant data from documents.	*	*	*
09/05/23	Practice Solutions (ChiroTouch)	PracticeTek	Provider of practice management and electronic health record software.	*	*	*
08/22/23	Experience Care	WellSky Corporation	Provider of software solutions for post-acute and long-term care providers.	*	*	*
08/18/23	QualityMetric	IQVIA	Provider of patient-reported outcome surveys for the assessment of the physical and mental health of patients.	*	*	*
08/22/23	3-D Technology Group	Ovation Healthcare	Provider of healthcare-focused technology for professional and managed services.	*	*	*
08/17/23	Oysta Technology	The Access Group	Provider of care technology solutions aimed at promoting safe and independent living and relieving pressure on health and social care systems.	*	*	*
08/17/23	Ococu	Accel-KKR	Provider of software solutions for independent opticians, optometrists, ophthalmologists, optical retail chains, and optical labs.	*	*	*
08/14/23	One Pacs	Experity	Provider of web-based, cloud PACS, RIS, and structured reporting solutions for teleradiology practices.	*	*	*
08/14/23	CorEvitas	Thermo Fisher Scientific	Provider of real-world data and analytics solutions for biopharmaceutical companies.	\$913	*	*
08/11/23	Access eForms	Phreesia	Provider of e-forms management, automation, and workflow software solutions for hospitals and healthcare organizations.	\$43	*	*
08/08/23	Syntellis Performance Solutions	Strata Decision Technology	Provider of enterprise performance management software, data, and analytics solutions for healthcare, higher education, and financial institutions.	\$1,400	*	25.0x
08/02/23	ImageVision.net	Waystar	Provider of POS collection management software for hospitals.	\$30	*	*
07/24/23	SmartLinx Solutions LLC	Lone View Capital Management	Provider of workforce management software for SNFs.	*	*	*
07/24/23	Complia Health	Axxess Technology Solutions	Provider of enterprise management software solutions for the healthcare industry.	*	*	*
07/21/23	Populi	Definitive Healthcare Corp.	Provider of a healthcare as a service (Haas) platform that enables analytics of healthcare and consumer data transactions to patients, consumers, and healthcare providers.	\$52	*	*
07/17/23	Bluesight	Thoma Bravo	Provider of web-based processing and medication tracking software for hospital pharmacy kit automation.	*	*	*
07/17/23	DSG	Signant Health	Provider of electronic data capture (EDC) software, data management, and clinical training services for pharmaceutical, life sciences, and medical device industries worldwide.	*	*	*
07/13/23	Continuum Health Solutions	Aspirion Health Resources	Provider of motor vehicle accident and third-party liability claims management services for hospitals and patients.	*	*	*



(1) Source: S&P Capital IQ (2) Source: PitchBook