



# LAWRENCE, EVANS & CO., LLC

Investment Banking | Healthcare Finance | Consulting

## Healthcare Deals and News – Week ending Aug 18,2023

### 1. Definitive Healthcare (Nasdaq:DH) Enhances Healthcare Commercial Intelligence with Populi Acquisition, Backed by Polaris Capital, Flare Capital Partners, and .406 Ventures

Definitive Healthcare (Nasdaq: DH), a leader in healthcare commercial intelligence, strengthens its suite with the acquisition of Populi. Backed by Polaris Capital, Flare Capital Partners, and .406 Ventures, Populi offers provider-focused data and analytics solutions that optimize physician relationships, reduce network leakage, and expand market share for healthcare organizations. The acquisition extends Definitive Healthcare's capabilities across the healthcare ecosystem, supporting its commitment to providing comprehensive insights and actionable intelligence. [\(Link\)](#)

### 2. Riverside Partners' Portfolio Company UnisLink (Healthcare Revenue Solution Provider) Acquires AQREVA and Doctors' Resource Specialists

Riverside Partners' portfolio firm UnisLink has acquired AQREVA and Doctors' Resource Specialists, bolstering UnisLink's position in revenue cycle solutions. The move supports UnisLink's growth strategy, expanding its services and geographic presence. These are UnisLink's 6th and 7th acquisitions in 4 years, reflecting their M&A focus. Riverside Partners specializes in healthcare and technology investments. UnisLink utilizes proprietary software for revenue cycle and population health services, primarily aiding independent physician groups. [\(Link\)](#)

### 3. Life Sciences Consultancy SSI Strategy (Amulet Capital) Acquires NDA Group for Comprehensive Drug Development Support

Leading Life Sciences consultancy SSI Strategy acquires NDA Group AB, a regulatory affairs and drug development consultancy. The merger aims to offer comprehensive support to drug development companies from concept to commercialization, maximizing therapeutic value for complex treatments. SSI Strategy, known for clinical development and translational medicine expertise, joins forces with NDA Group's 25-year regulatory prowess. The NDA Group will operate as a strategic business unit under SSI Strategy, backed by Amulet Capital Partners for expanded U.S. and Europe presence. Financial terms remain undisclosed. [\(Link\)](#)

#### 4. ABA Connect, therapy provider, (MBF Healthcare Partners) Acquires Colorado Based Bright Behavior to extend Autism Services

Applied behavior analysis (ABA) therapy provider, backed by MBF Healthcare Partners II, L.P., has successfully acquired Bright Behavior in Colorado Springs. This move expands ABA Connect's support for children and adolescents with autism spectrum disorder (ASD), with 11 clinics spanning Texas and Colorado. The merger welcomes Bright Behavior's founder, Shasta Brenske, as Chief Clinical Officer, promising enhanced accessibility and quality of services. ABA Connect's evidence-based ABA therapy approach, focusing on early intervention, aligns with its strategy of partnerships to extend services to new and existing markets. [\(Link\)](#)

#### 5. Instylla, Embolotherapy Innovator, Raises \$30 Million in Funding led by Delos Capital

Instylla, Inc., a developer of next-generation liquid embolics for peripheral vascular embolotherapy, has successfully closed a \$30 million financing round. Delos Capital led the round, alongside existing investors Excelestar Ventures, Ascension Ventures, Catalyst Health Ventures, Amed Ventures, Sparta Group, and Incept, LLC. The funds will support ongoing prospective clinical trials and early commercialization of Instylla's Embrace HES for hypervascular tumor embolization and arterial bleeding. Instylla plans to advance clinical studies in North America with its liquid embolic technology. [\(Link\)](#)

#### 6. Paragon Healthcare (Peak Rock Capital), Specializing in Infusion Therapy, Poised for Sale with Potential Interest from Option Care and Elevance Health

Private equity firm Peak Rock Capital is reportedly preparing to divest Paragon Healthcare, a Texas-based network of specialty infusion therapy pharmacies and centers, according to unnamed sources cited by Axios. Potential buyers, including Option Care and Elevance Health, are said to be considering bids for the company. Although the sale process has not yet been initiated, Paragon Healthcare has yet to announce any advisors for the potential transaction. The firm reported approximately \$70 million in EBITDA, and industry insiders speculate it could command a price as high as 20 times its EBITDA. [\(Link\)](#)

#### 7. Healthcare Robotics Firm Mendaera Raises \$24 Million in Series A Funding Led by Lux Capital

California-based Mendaera, a healthcare robotics company, has secured \$24 million in Series A funding, with Lux Capital as the lead investor. The funding round also saw participation from Operator Partners, Founders Fund, Allen & Company, Dr. Fred Moll (Auris Health founder), Intuitive Surgical, and former U.S. Senator Bob Kerrey. Mendaera specializes in a collaborative robotic system that combines real-time imaging, AI, and robotics to enhance precise and consistent medical interventions. The company plans to open a production facility for technology development and FDA clearance. CEO Josh DeFonzo aims to revolutionize patient care through improved robotic technology. [\(Link\)](#)

## 8. Visana Health, Women's Health Virtual Clinic Raises \$10.1 Million Seed Funding co-led by Flare Capital Partners and Frist Cressey Ventures

Minneapolis-based Visana Health, a virtual-first women's healthcare provider, has closed a \$10.1 million seed funding round, co-led by Flare Capital Partners and Frist Cressey Ventures. In addition to other investors like InHealth Ventures and Oxeon Partners, the funding brings in over 30 of the nation's leading healthcare organizations. Visana offers whole-person care for a variety of women's health conditions, including menopause, endometriosis, and fibroids. The platform, available in all 50 states through health plans and employer benefit plans, provides longitudinal medical care with a focus on high-quality and value-driven services. [\(Link\)](#)

## 9. Tausight, AI-Powered Healthcare Data Security Firm, Raises \$6 Million, Backed by Polaris Capital, Flare Capital Partners, and .406 Ventures

Tausight, the groundbreaking AI-powered data security company for healthcare, secures \$6 million in additional financing. The funding, led by Polaris Capital and featuring participation from Flare Capital Partners and .406 Ventures, will drive Tausight's expansion in healthcare, foster customer growth, and advance its patented AI technology designed to safeguard sensitive healthcare data from cyber attacks. Tausight's innovative platform automates the identification and classification of electronic protected health information (PHI), enhancing cybersecurity for healthcare providers, payors, and third-party solutions. The initiative aligns with President Biden's National Cybersecurity Strategy in response to escalating cyber threats. [\(Link\)](#)

## 10. Phreesia, Patient Intake Solutions Firm Acquires Access eForms, an Electronic Forms Management and Automation Provider Backed by Healthcare Growth

Patient engagement leader Phreesia has acquired Access eForms, an electronic forms management and automation provider for healthcare organizations. The acquisition expands Phreesia's patient intake offerings and improves compliance and patient experience. Backed by Healthcare Growth Partners, Access eForms' expertise and content portfolio will bolster Phreesia's capabilities in optimizing physician relationships and streamlining workflows. [\(Link\)](#)

## 11. CMS Updates ACO REACH Model for 2024 to Improve Health Equity

CMS has updated the ACO REACH model in response to feedback. The model aims to improve health equity and care quality, succeeding the Direct Contracting model. Changes for 2024 include reduced beneficiary alignment minimums, a 10% alignment buffer, modified risk adjustment, and a refined Health Equity Benchmark Adjustment. NAACOS commended the updates and suggested integrating REACH features into the permanent Medicare Shared Savings Program. [\(Link\)](#)

## 12. Blue Shield of California teams with Amazon, CVS and others on new prescription drug model

Blue Shield of California is teaming up with partners to launch the Pharmacy Care Reimagined initiative, aiming to cut prescription medication costs by \$500 million annually. This approach focuses on transparency and affordability, partnering with Amazon Pharmacy, Mark Cuban Cost Plus Drug Company, Abarca, Prime Therapeutics, and CVS Caremark to simplify the system and lower expenses. The move aligns with Blue Shield's Health Reimagined strategy and responds to the increasing prescription drug spending in the US. ([Link](#))