



# LAWRENCE, EVANS & CO., LLC

Investment Banking | Healthcare Finance | Consulting

## Healthcare Weekly News and Deals – March 15, 2024

### 1. VITAS, a Subsidiary of Chemed Corporation (NYSE: CHE), Healthcare Acquires Covenant Care's Hospice Operations and Facility for \$85 Million

VITAS Healthcare, a subsidiary of Chemed Corporation, has announced its \$85 million acquisition of Covenant Care's hospice services and an assisted living facility. This deal, set to close in Q2 2024, includes hospice operations across Florida's panhandle and Alabama, enhancing VITAS's footprint in patient-centered care. Both companies laud the merger for aligning with their mission-driven values, promising continued high-quality care and expansion in healthcare services, particularly in areas like behavioral health, pediatrics, and veteran care. The agreement is pending regulatory approvals. ([Link](#))

### 2. PAX Health, Leading Behavioral Health Company, Expands Behavioral Health Services with Strategic Acquisition of Three Leading Companies - Behavioral Medicine Associates, Workers Comp Psych Net, and Reservoir Health

PAX Health has acquired Behavioral Medicine Associates, Workers Comp Psych Net, and Reservoir Health, marking a significant expansion in the behavioral health sector. Backed by HCAP Partners and Hamilton Lane, this move integrates the strengths of these organizations, enhancing PAX Health's capacity to deliver innovative mental health solutions. The collaboration aims to transform behavioral healthcare by providing comprehensive services, promoting health equity, and driving positive outcomes in mental health and well-being. ([Link](#))

### 3. Southeast Primary Care Partners Forms Strategic Alliance with Medical Group of Central Georgia to Enhance Patient Care

Southeast Primary Care Partners (SPCP) has announced a partnership with Medical Group of Central Georgia, led by Dr. Mohammad N. Al-Shroof. This collaboration will enable the group, serving over 35,000 patients annually in Warner Robins and Butler, Georgia, to leverage SPCP's resources, technology, and network while maintaining clinical independence. The alliance aims to improve patient care by integrating innovative healthcare solutions and alleviating administrative pressures, ensuring a continued focus on patient-centered service. The partnership marks a significant step in SPCP's mission to transform healthcare and promote value-based care. ([Link](#))

#### 4. TeleMed2U, a Leading Telemedicine Provider, Partners with Kayne Anderson Growth Capital to Revolutionize Telemedicine Access and Expand Healthcare Solutions

TeleMed2U, a premier telemedicine service provider, has joined forces with Kayne Anderson Growth Capital, which has acquired a majority stake in the firm. This strategic alliance is poised to accelerate TeleMed2U's commitment to enhancing access to comprehensive medical services, leveraging advanced technology to connect patients with healthcare providers efficiently. This move is pivotal as it capitalizes on the telemedicine industry's rapid growth, aiming to expand TeleMed2U's reach and elevate the standard of healthcare nationwide. The investment from Kayne Anderson reflects strong confidence in TeleMed2U's innovative approach to delivering specialized telehealth solutions and promoting equitable, quality healthcare access. ([Link](#))

#### 5. United Dental Corporation Expands Footprint with Strategic Acquisition of Gorham and Ammarell Dentistry in Nashville

United Dental Corporation (UDC) has acquired Nashville-based Gorham and Ammarell Dentistry, marking its first Tennessee venture and fourteenth since October 2022. UDC aims to enhance local dental services by investing in reputable practices, maintaining their legacy while offering substantial support. The acquisition, facilitated by Triumphant Transition Partners, strengthens UDC's presence in strategic locations, adhering to its philosophy of merging private practice benefits with scalable resources. Both parties anticipate improved community service and sustained growth through this partnership. ([Link](#))

#### 6. NewSpring Franchise Invests in Shake Smart, Accelerating Expansion of Health-Conscious Fast-Casual Brand

NewSpring Franchise has invested in Shake Smart Holdings, a leading health-focused fast-casual brand specializing in protein-rich foods and beverages. With over 45 locations primarily on college campuses, Shake Smart plans to use the investment for rapid expansion in and beyond higher education. The investment aligns with NewSpring's strategy of supporting consumer-facing, multi-unit businesses demonstrating strong customer value and growth potential. Shake Smart's growth strategy includes extending its presence in non-traditional venues like airports and hospitals, bolstered by NewSpring's expertise and resources in building multi-unit brands. ([Link](#))

#### 7. Anatomy IT, a Subsidiary of Atlantic Street Capital, Expands Healthcare IT Leadership with Acquisition of Manta HealthTech, Managed IT Services

Anatomy IT, a subsidiary of Atlantic Street Capital, has acquired Manta HealthTech, a provider of managed IT services for healthcare sectors such as dental and optometry. The acquisition aims to enhance Anatomy IT's offerings in digital transformation, cybersecurity, and healthcare IT, leveraging Manta HealthTech's extensive experience and client base. This strategic move is expected to broaden their market reach, improve service quality, and ensure a seamless transition for existing clients, reinforcing their commitment to becoming a leading tech partner in healthcare. ([Link](#))

## 8. Access Acquires Healthcare Data Management Leader Triyam to Enhance EHR and Digital Archiving Solutions

Access, a global leader in integrated information management, has expanded its market presence by acquiring Triyam, a prominent healthcare software company specializing in data management solutions. This strategic acquisition propels Access into the electronic health records and digital records management sectors, building on its strong foundation in healthcare and compliance management. Triyam, known for its award-winning data archiving services, will operate within Access' Digital Solutions unit, promising continued innovation and market leadership in secure and efficient data management for healthcare organizations. ([Link](#))

## 9. UpLift, a Behavioral Health Company, Expands Mental Health Services with TAO Connect Acquisition, Enhancing Care for Millions in U.S. Education Sector

UpLift, a behavioral health company, has acquired TAO Connect, enhancing its services to provide comprehensive mental health care to over four million people, including students across 120+ U.S. higher education institutions. The integration broadens access to affordable, insurance-covered mental health solutions, addressing the urgent need for better mental health care among college students. UpLift's platform ensures quick, effective care, boasting significant improvements in patient outcomes, particularly for students, through a blend of in-person and digital resources. ([Link](#))

## 10. Linus Health Acquires Aural Analytics to Enhance Cognitive Assessment Platform with Advanced Speech Analytics

Linus Health has acquired Aural Analytics, known for its clinical-grade speech analytics technology, aiming to enhance its cognitive assessment platform. This strategic acquisition integrates Aural Analytics' Speech Vitals software into Linus Health's offerings, bolstering its ability to detect cognitive impairments. The incorporation of speech analytics is expected to advance Linus Health's brain health assessment capabilities, complementing its existing digital tools. The move is particularly significant as Speech Vitals has received FDA breakthrough device designation for ALS treatment, highlighting its potential in diagnosing various neurological conditions. ([Link](#))

## 11. Practis, LLC Enhances Healthcare Marketing Dominance with Strategic Acquisition of HearWorks

Practis, LLC, a prominent healthcare marketing service provider, has acquired HearWorks, a leading company specializing in AI-enhanced marketing and database automation for audiology practices. This acquisition expands Practis's capabilities, reinforcing its role as a comprehensive healthcare marketing platform aimed at fostering long-term growth for medical practices and healthcare organizations. Both companies share a commitment to innovation, customer-focused strategies, and expanding their services to various medical specialties, promising a synergistic future with enhanced offerings for their clients. ([Link](#))

## 12. UnitedHealth Group's Change Healthcare Resumes Operations Post-Cyberattack Amid Ongoing Investigations

UnitedHealth Group announced the restoration of Change Healthcare's pharmacy network after a disruptive cyberattack on February 21, with systems now handling nearly pre-incident claim volumes. However, challenges persist for certain pharmacies and Medicaid customers. Concurrently, investigations by Mandiant, Palo Alto Networks, and the Office for Civil Rights (OCR) are underway to ascertain the breach's specifics and ensure HIPAA compliance. The incident has attracted federal scrutiny, with recent governmental pressures to enhance support for affected healthcare providers. ([Link](#))