



# LAWRENCE, EVANS & CO., LLC

Investment Banking | Healthcare Finance | Consulting

## Healthcare Weekly News and Deals- 12 January, 2024

### 1. Clarest Health Bolsters Post-Acute Care Dominance with Acquisition of Remedi SeniorCare, Enhancing Personalized Medication Management for Aging Patients Through Technology and Geographic Expansion

Clarest Health has acquired Remedi SeniorCare, enhancing its position as a personalized medication management leader in the post-acute care market, with the U.S. pharmacy care market valued at \$5.7 billion. Clarest aims to address gaps in aging patient medication care through technology-based optimization. The acquisition combines Remedi's proprietary automation tech, PAXIT®, and MyRemedi® portal with Clarest's capabilities and data analytics. This aligns with Clarest's strategy to streamline medication management for patients transitioning between healthcare settings. The move follows previous acquisitions of CSS Health and Integrity Pharmacy, expanding Clarest's geographic reach and technological capabilities. Financial details remain undisclosed. ([Link](#))

### 2. ClearPoint Health Expands Medical Stop-Loss Captive Platform in Partnership with Stone Point Capital, Addressing Rising Employer Health Insurance Costs Through Transparent and Customizable Solutions

ClearPoint Health, a medical stop-loss captive platform, is set to expand in the growing captives market, addressing the shift of small and mid-sized employers to transparent and cost-effective health insurance programs. Founded with Stone Point Capital, it collaborates with benefit advisors to offer customizable captive solutions. Led by CEO Jeb Dunkelberger, ClearPoint aims to create a "win-win-win" for employers, clinical providers, and carriers, ensuring affordability and sustainability. Stone Point Capital's CEO, Chuck Davis, sees an opportunity to address the pressing issue of rising employer-sponsored health insurance costs. The platform, designed for 10 to 1,500 employees, emphasizes transparency and collaboration. ([Link](#))

### 3. United Aesthetics Alliance, backed by Varsity Healthcare Partners, Strengthens National Presence with Strategic Partnership with The Bengtson Center for Aesthetics & Plastic Surgery, Accelerating Growth in Premier Plastic Surgery and Aesthetics Services

United Aesthetics Alliance (UAA) has formed a strategic partnership with The Bengtson Center for Aesthetics & Plastic Surgery (BCAPS), a leading plastic surgery and aesthetics provider in Grand Rapids, MI. BCAPS, renowned for surgical excellence and advanced non-surgical treatments, aims to expand its regional presence with UAA's support. UAA, backed by Varsity Healthcare Partners, emphasizes deliberate growth in select markets, recently partnering with Edina Plastic Surgery. This aligns with UAA's commitment to innovative practices, evidenced by significant investments in executive hires and marketing technology. BCAPS' patient-centric approach aligns seamlessly with UAA's mission for collaborative growth. ([Link](#))

### 4. ClarisHealth, Payment Integrity Technology Provider for Health Plans, Secures Strategic Growth Investment from Pamlico Capital to Fuel Innovation and Expand Market Presence in Enterprise Payment Integrity for Health Plans

ClarisHealth, a leading enterprise payment integrity technology provider for health plans, has secured a strategic growth investment from private equity firm Pamlico Capital. With its integrated platform Pareo®, ClarisHealth aims to enhance claims payment accuracy for over 73 million health plan members across 20 plans. The investment will fuel operational expansion, product innovation, and market positioning, following the company's successful year in client growth. Pamlico Partner Scott Glass expressed enthusiasm for the partnership, acknowledging ClarisHealth's leadership position. The undisclosed investment is expected to propel ClarisHealth's significant market growth, building on its recent recognitions in the Inc. 5000 and Deloitte Technology Fast 500. ([Link](#))

### 5. Connecticut Suicide Prevention Telehealth Platform Vita Health Raises \$22.5M in Series A Funding Led by LFE Capital, CVS Health Ventures, Athyrium Capital Management, and Others

Connecticut-based telehealth platform Vita Health has raised \$22.5 million in Series A funding, with participation from investors including LFE Capital, CVS Health Ventures, and Athyrium Capital Management. The platform connects individuals contemplating suicide with telehealth providers, offering teletherapy and psychiatry services for behavioral health conditions. The funding will support Vita Health's expansion as it addresses critical mental health issues in the U.S. CEO Lynn Hamilton emphasized the goal of combating a significant societal challenge and expressed gratitude for support from diverse and strategic investors, including health plans, providers, employers, colleges, and universities. ([Link](#))

## 6. Madison River Capital Invests in Senior Care Therapy, Provider of Patient-Centered Psychology and Mental Health Services, to Advance High-Quality Mental Health Services for Geriatric Populations in Long-Term Care Facilities

Madison River Capital (MRC) has invested in Senior Care Therapy (SCT), a prominent provider of patient-centered psychology and mental health services for the elderly in sub-acute, long-term care, and assisted living communities. The funds will support SCT's expansion across the east coast, aiming to address the mental health needs of geriatric populations in over 300 facilities. MRC's strategic partnership, led by Alisa Rosenfeld, SCT's CEO, emphasizes high-quality care and collaboration with facility owners. This investment signifies confidence in SCT's patient-centric approach and aligns with the goal of enhancing access to vital psychological services for seniors in long-term care. ([Link](#))

## 7. Artisight, Smart Hospital Platform, Raises \$42 Million in Series B Funding to Expand AI-Powered Smart Hospital Platform, Revolutionizing Virtual Care and Enhancing Patient Outcomes

Artisight, Inc. secured \$42 million in an oversubscribed Series B funding round for its smart hospital platform, integrating AI for virtual care, quality improvement, and care coordination. The platform, developed by clinicians, employs IoT sensors, deep learning, and open integration standards to enhance patient care, featuring HIPAA-compliant capabilities like computer vision and voice recognition. With participation from new strategic investors and Series A contributors like NVIDIA, the funding reflects Artisight's success in over 100 hospitals. CEO Andrew Gostine notes the platform's crucial role in addressing healthcare challenges, emphasizing remote nursing, ambient intelligence, and real-time health system applications. ([Link](#))

## 8. Harbor Health, Primary and Specialty Clinic Group, Secures \$95.5 Million Funding Round Led by General Catalyst, Backed by Alta Partners and 8VC, Bringing Total Investment to Over \$128 Million

Primary and specialty clinic group Harbor Health has secured an additional \$95.5 million in funding, led by General Catalyst, with participation from Alta Partners and 8VC, bringing the total investment to over \$128 million. The funds will support the expansion of primary and specialty care services, along with the development of plan designs fostering consumer-clinician co-created care journeys. Harbor Health, founded by Dr. Clay Johnston, Eric Scott, and Tony Miller, aims to transform healthcare delivery with a vertically integrated "pay-vider" model, emphasizing personalized, team-based care. Recent milestones include location expansion, mobile health units, and risk contracts with various payers. ([Link](#))

## 9. Ventra Health, Varsity Healthcare Partners, and ADVOCATE RCM Join Forces to Create Leading Technology-Enabled Revenue Cycle Management Powerhouse for Radiology and Specialty Physician Practices

Health solutions provider Ventra Health has merged with ADVOCATE RCM, a leading provider of revenue cycle management (RCM) services for radiology and physician specialties. ADVOCATE RCM will operate as a division of Ventra, creating one of the nation's largest technology-enabled RCM service providers. This collaboration aims to offer comprehensive RCM services with industry-leading technology, data analytics, patient engagement, payer contracting, and automation tools. Ventra's CEO, Steven Huddleston, highlights the strategic priority of expanding into radiology RCM services. The combined organization, backed by Varsity Healthcare Partners, is set to redefine excellence in RCM through innovative solutions and client-centric approaches. ([Link](#))

## 10. iCoreConnect (NASDAQ: ICCT) Expands into Fintech with Acquisition of FeatherPay, Digital Patient Payments And Billing Technology Provider, Launches iCorePay Division to Revolutionize Healthcare Financial Management

iCoreConnect Inc. (NASDAQ: ICCT) has acquired FeatherPay, a digital patient payments and billing technology provider, marking its expansion into the fintech sector. The move establishes a new Fintech division, iCorePay, led by Craig Haynor, FeatherPay's CEO. The division will focus on developing financial technology solutions in healthcare. The acquisition emphasizes iCoreConnect's commitment to improving healthcare financial management by offering innovative technologies that simplify payment processes. Robert McDermott, iCoreConnect's CEO, sees the integration as a significant leap forward, while Haynor expresses excitement about the opportunity and shared vision for delivering exceptional fintech solutions. ([Link](#))

## 11. Boston-based Virtual Reality Platform XRHealth Secures \$6 Million Funding Round Led by Asabys Partners, Featuring Participation from NOVA Prime Fund and Existing Investors

Boston-based virtual reality platform XRHealth has secured \$6 million in funding led by Asabys Partners, with participation from NOVA Prime Fund and existing investors. The platform connects patients with stress, chronic pain, and neurological conditions to providers via telehealth, offering therapies through VR headsets. The funding will support the growth of XRHealth, formed by the merger with Barcelona-based Amelia Virtual Care. XRHealth plans to develop an AI-enabled clinician for mental health conditions and physical/occupational treatment programs. CEO Eran Orr believes 2024 will be the "year of VR," with the investment aimed at advancing cutting-edge technologies in digital healthcare. ([Link](#))

12. Elevate Patient Financial Solutions, a leading provider of technology-enabled specialty RCM solution backed by Frazier Healthcare Partners and The Edgewater Funds, Expands RCM Capabilities with Acquisition of Professional Medical Services

Elevate Patient Financial Solutions (ElevatePFS) has successfully acquired Professional Medical Services, enhancing its specialty Revenue Cycle Management (RCM) solutions. ElevatePFS aims to strengthen its support for hospitals and health systems by incorporating Professional Medical Services' expertise in resolving low-balance accounts receivable. The move addresses a significant challenge for healthcare providers and complements ElevatePFS' commitment to tackling complex revenue cycle issues. The acquisition is backed by private equity firms Frazier Healthcare Partners and The Edgewater Funds, positioning ElevatePFS as a nationally scaled RCM provider. ([Link](#))

13. MedRisk, Managed Care Organization, Enhances Workers' Compensation Services with Strategic Acquisition of Medata, Provider of Cost Management and Clinical Solutions, Promising Expanded Care Management and Innovative Solutions

MedRisk, a leading managed care organization in workers' compensation rehabilitation, has acquired Medata, a prominent provider of cost management and clinical solutions in the United States. This acquisition expands care management and cost containment offerings for both companies' customers. MedRisk CEO Sri Sridharan expresses excitement about the synergy, enabling superior claims outcomes and innovative solutions by leveraging data from both organizations. Medata's President, Tom Herndon, is thrilled about the alignment of service partners and anticipates increased investment in product innovation. MedRisk Executive Chairman Mike Ryan sees the addition of Medata as a natural step forward in their mission to enhance industry experiences. ([Link](#))

14. Health In Her HUE, a NYC-based Provider of a Digital Health Platform, Secures \$3M Funding Round Led by Seae Ventures, With Participation From Johnson & Johnson Impact Ventures and Morgan Stanley Inclusive Ventures Lab

NYC-based Health In Her HUE has secured \$3M in funding, bringing its total to \$4.2M. The round, led by Seae Ventures and featuring Johnson & Johnson Impact Ventures, Morgan Stanley, and others, aims to fuel the digital health platform's expansion. CEO Ashlee Wisdom leads the company, which connects nearly 13,000 Black and women of color to culturally sensitive healthcare providers. The platform offers a directory of 1,300 diverse providers, educational content through videos and articles, and community forums. Funds will be used to boost growth, invest in talent, and develop new programs and products, addressing racial health disparities. ([Link](#))