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Investment Banking | Healthcare Finance | Consulting

Healthcare Weekly News and Deals – October 11th, 2024

1. [Astrana Health \(NAS: ASTH\) Acquires Collaborative Health Systems, a Subsidiary of Centene \(NYS: CNC\), Expanding Value-Based Care Capabilities](#)

Astrana Health, Inc. (NASDAQ: ASTH) has completed its acquisition of Collaborative Health Systems (CHS) from Centene Corporation (NYSE: CNC). The acquisition enhances Astrana's payer-agnostic care delivery and provider empowerment by integrating CHS's strong provider network across 17 states, including key markets like Texas, Georgia, and Maryland. Astrana plans to leverage its Care Enablement platform to drive value-based care, improve patient outcomes, and reduce system inefficiencies. With over 12,000 providers and 1 million patients, Astrana aims to expand its technology-driven healthcare model nationwide. Financial updates will follow in Astrana's Q3 2024 earnings call. ([Link](#))

2. [Thriveworks Acquires Synchronous Health to Expand Integrated Behavioral Healthcare via its Financial Sponsor Regal Healthcare Capital Partners, Transformation Capital, Rogue Insight Capital, RA Capital Management, Redmile Group, Wellington Management and Fidelity Investments](#)

Thriveworks, a leading provider of mental health services, has acquired Synchronous Health, known for its telehealth sessions combined with AI-powered coaching support through its platform, Karla®. The acquisition will enhance mental health services within health systems like Tufts Medicine, Adventist Health, and MUSC Health, broadening Thriveworks' national presence. Both organizations share a mission of improving access to quality mental health care, promoting whole-person health, and integrating behavioral health into primary care. Leaders from both companies highlighted the shared vision of improving overall health outcomes and reducing care costs through innovative, accessible mental health solutions. ([Link](#))

3. [VMG Health Acquires Carnahan Group, Expanding its Technology-Driven Healthcare Consulting Capabilities via its Financial Sponsor Incline Equity Partners](#)

VMG Health, a leading healthcare consulting firm, has acquired Tampa-based Carnahan Group, known for its innovative technology solutions in healthcare. The acquisition will fully integrate Carnahan Group's automated platforms, including FMV-MD® and NeedsMD™, into VMG Health's Physician Compensation and Strategic Consulting divisions. The move strengthens VMG Health's comprehensive offerings in business performance, compliance, and physician alignment. This acquisition, backed by Incline Equity Partners, merges VMG Health's expertise with Carnahan Group's technology, enhancing value for clients and driving operational efficiencies in healthcare organizations nationwide. ([Link](#))

4. [United Urology Group \(UUG\) closed on its sale to OneOncology earlier this week at a multiple of 19x EBITDA, according to two sources familiar with the matter.](#) UUG has more than 220 affiliated providers in 95 offices throughout Arizona, Colorado, Delaware, Maryland and Tennessee. It provides general urologic care, with ancillary services including ambulatory surgical centers, pharmacy and radiation therapy.

OneOncology, whose backers include majority owner TPG and minority owner Cencora (formerly AmerisourceBergen) has 1,300 providers that care for approximately 787,000 cancer patients at more than 420 sites of care nationwide. The deal was finalized off USD 30m in EBITDA, equating to a purchase price of USD 570m.

5. Trinity Capital (NASDAQ: TRIN) Provides \$40 Million Growth Capital to Beam Benefits for Expansion

Trinity Capital Inc. (NASDAQ: TRIN) has committed \$40 million in growth capital to Beam Benefits, a digitally native employee benefits company. Founded in 2012, Beam began by modernizing dental benefits and now offers a range of ancillary benefits, including dental, vision, life, disability, and supplemental health coverage. The capital will help Beam scale its operations and further develop its platform. Beam's CEO, Alex Frommeyer, expressed enthusiasm about the partnership. Trinity Capital, a business development company, specializes in providing financial solutions to growth-stage companies. Beam operates in 44 U.S. states. ([Link](#))

6. Fullscript Acquires Rupa Health to Expand Whole Person Care Platform with Comprehensive Lab Management Tools via its Financial Sponsors HGGC and Snapdragon Capital

Fullscript, a leader in whole person healthcare, has acquired Rupa Health, a company specializing in lab test management and education. The acquisition enables Fullscript to expand its platform by integrating Rupa's lab ordering and educational capabilities. Together, they aim to streamline diagnostics and treatment planning, offering practitioners more efficient, personalized care options. Rupa's CEO, Tara Viswanathan, and Fullscript's CEO, Kyle Braatz, emphasize the collaboration's potential to revolutionize patient care by merging diagnostic workflows with supplements and wellness interventions for improved health outcomes. Terms of the deal were not disclosed. ([Link](#))

7. U.S. Physical Therapy (NYSE: USPH) Acquires 50% Stake in Management Services Organization, Expanding Clinic Network

U.S. Physical Therapy, Inc. (NYSE: USPH) has agreed to acquire a 50% equity interest in a management services organization overseeing 50 clinics, primarily in New York. The organization generates \$64 million in annual revenue and \$12 million in EBITDA. The CEO and current leadership will retain 50% ownership. USPH CEO Chris Reading praised the partnership, highlighting growth and exceptional patient care. Despite financial challenges, USPH's Q2 2024 showed strong performance, with revenues up 8.5% year-over-year, and strategic acquisitions driving further expansion. However, BofA Securities downgraded the stock, citing concerns over labor costs and slower location development. ([Link](#))

8. BlockQuarry Corp. Acquires Telecare Home Health LLC and Paradigm Home Health LLC to Expand AI-Powered Healthcare Solutions

BlockQuarry Corp. (OTC: BLQC) has acquired Telecare Home Health LLC and Paradigm Home Health LLC to enhance its AI-driven healthcare solutions. These acquisitions expand BlockQuarry's patient base and access to healthcare data, fueling growth and operational synergies. By leveraging AI, the company aims to improve clinical trial design, data-driven insights, and patient recruitment. This move supports BlockQuarry's long-term vision of improving healthcare outcomes and establishing itself as a leader in AI-powered healthcare innovation. The acquisitions position the company for future growth and improved patient care. ([Link](#))

9. Ivy Fertility Acquires Northern California Fertility Medical Center, Expands Reach in Sacramento Region via its Financial Sponsor InTandem Capital Partners

Ivy Fertility, a global leader in reproductive technologies and IVF, has acquired Northern California Fertility Medical Center (NCFMC), a top-rated fertility clinic in Sacramento. NCFMC, renowned for its high success rates and innovative care, has been serving patients for over 30 years. This partnership aims to enhance access to advanced fertility treatments in the Greater Sacramento region. Both Ivy Fertility and NCFMC share a mission of compassionate, cutting-edge care. Ivy Fertility's network includes clinics across the U.S., committed to helping patients achieve successful family-building outcomes. ([Link](#))

10. Reveleer Acquires Curation Health to Enhance Value-Based Care with Advanced Clinical Insights

Reveleer has acquired Curation Health to strengthen its value-based care platform by integrating advanced clinical intelligence and actionable insights. The merger enhances Reveleer's capabilities in prospective risk adjustment, quality improvement, and member management. Curation Health's expertise in electronic health record integration and its proprietary clinical rules set will optimize provider workflows and improve patient outcomes. AI-driven solutions will offer real-time insights, supporting better patient care documentation, follow-up, and provider engagement. The acquisition positions Reveleer as a comprehensive solution for value-based care, empowering providers to improve care and financial performance. ([Link](#))

11. Avante Health Solutions Enters Asset Purchase Agreement with Staple Street Capital Amid Chapter 11 Bankruptcy Filing

Avante Health Solutions has entered an Asset Purchase Agreement with Staple Street Capital, which will acquire nearly all of Avante's assets. The agreement, part of a Chapter 11 bankruptcy filing, allows Avante to deleverage and continue operations. The sale, subject to court approval, will be conducted under Section 363, with Staple Street Capital as the "stalking horse bidder." The transaction includes debtor-in-possession financing to ensure smooth operations during the sale. Avante expects to emerge with a healthier balance sheet by year-end, continuing to provide critical services to healthcare providers. ([Link](#))

12. MJH Life Sciences Acquires EnVision Summit, Expands Ophthalmology Education Offerings via its Financial Sponsors BDT & Company and GenHenn Capital

MJH Life Sciences, a prominent health care media and education provider, has acquired the EnVision Summit, an annual certified continuing medical education (CME) conference for ophthalmologists held in Puerto Rico. The summit, blending innovative ophthalmology education with a family-friendly experience, will be integrated into MJH's Physicians' Education Resource® portfolio, with support from Ophthalmology Times® and Optometry Times®. The acquisition enhances MJH's commitment to expanding education in eye care, with EnVision Summit's Program Director Bonnie An Henderson, M.D., staying on board. The 2025 summit is set for February 14-17 in San Juan, Puerto Rico. ([Link](#))

13. Onspire Health Marketing Acquires Aesthetic Brand Marketing to Strengthen Elective Healthcare Marketing Solutions via its Financial Sponsors 424 Capital, Plexus Capital and Eagle Private Capital

Onspire Health Marketing has acquired Aesthetic Brand Marketing (ABM), a San Diego-based digital marketing agency specializing in elective healthcare, including cosmetic surgery centers, dermatology practices, and medical spas. ABM's expertise in web design, SEO, and digital

marketing will enhance Onspire's comprehensive marketing solutions. ABM's clients will continue working with their trusted team while gaining access to expanded resources. This acquisition marks the addition of ABM as the fifth company in the Onspire family, further supporting long-term, sustainable growth for their healthcare clients. ([Link](#))

14. Central Park West Pediatric Dentistry and Orthodontics Joins Forces with MB2 Dental in Strategic Partnership

Central Park West Pediatric Dentistry and Orthodontics, a prominent New York-based dental practice led by Dr. Robert Peracchia and Dr. Eva Maestre, has partnered with MB2 Dental, a portfolio company of Charlesbank Capital Partners. Known for its exceptional pediatric and orthodontic care, Central Park West has built a strong reputation over two decades. MB2 Dental's Chief Development Officer, Jake Berry, expressed excitement over the partnership, noting the alignment in patient-centered care values. This collaboration marks a significant milestone for both parties, ensuring the continued success of the practice. ([Link](#))

15. Solis Mammography Expands with Acquisition of Breast Center of Acadiana, Enhancing Breast Health Services in South Louisiana via its Financial Sponsors Ares Capital, Ares Management, and Madison Dearborn Partners

Solis Mammography, the largest independent provider of specialized breast health services in the U.S., has acquired Breast Center of Acadiana, a leading provider in South Louisiana founded in 2008. This acquisition expands Solis' footprint into its 18th major market. The Breast Center of Acadiana, known for its compassionate care and advanced breast imaging, aligns with Solis' mission of early cancer detection and patient-focused service. Solis plans to enhance access to state-of-the-art imaging and AI-screening technology in the region, continuing its four-decade tradition of clinical excellence. ([Link](#))

16. Resilience Lab Acquires Options MD to Expand Treatment for Severe Mental Illness and Treatment-Resistant Depression

Resilience Lab has acquired Options MD, enhancing its mental health services with a focus on severe mental illnesses, including treatment-resistant depression (TRD). This acquisition enables Resilience Lab to offer integrated psychotherapy and medication management, supported by Options MD's AI-driven clinical intake and treatment-matching platform. The partnership aims to improve diagnosis, treatment outcomes, and access to care for TRD patients. Options MD has shown superior clinical results, including a 27% remission rate. The combined services will reach over 22 million patients across five states, strengthening Resilience Lab's holistic mental healthcare approach. ([Link](#))

17. Safe Life Expands US Market Leadership with Acquisitions of Enerspect Medical Solutions and SafetyMed

Safe Life, a Stockholm-based leader in life-saving solutions, has acquired two US-based AED specialists: Enerspect Medical Solutions (Nevada) and SafetyMed (Texas). These acquisitions, Safe Life's 28th and 29th since 2019, significantly bolster its presence in the US AED market. Both companies bring decades of expertise in AED sales, training, and technology, further expanding Safe Life's portfolio and customer reach. Enerspect founder David Shelton will transition to an advisory role, while his son Josh Shelton assumes the CEO position. Safe Life is poised for continued growth in key markets. ([Link](#))

18. RTI Surgical Acquires Collagen Solutions to Expand Biomaterials Portfolio in Regenerative Medicine via its Financial Sponsor Montagu Private Equity

RTI Surgical, a leading contract development and manufacturing organization (CDMO) in regenerative medicine, has announced its acquisition of Collagen Solutions, a global supplier of medical-grade collagen and xenograft tissue used in cardiac, orthopedic, and sports medicine. The acquisition enhances RTI's portfolio with Collagen's expertise in bovine and porcine collagen, expanding access to high-growth therapeutic areas. Supported by Montagu, RTI aims to accelerate biomaterial innovation and strengthen partnerships with OEMs. This follows RTI's earlier acquisition of Cook Biotech and reflects its continued focus on improving patient outcomes through advanced tissue engineering. ([Link](#))

19. MSPB Acquires Schlein & Shinder to Expand Concierge Services in Palm Beach County via its Financial Sponsor Ascend Partners

Medical Specialists of the Palm Beaches (MSPB) has acquired Schlein & Shinder, a premier medical practice in Palm Beach County, marking MSPB's second acquisition this year and seventh since partnering with Ascend Partners and CareAbout Health. This acquisition strengthens MSPB's concierge service offerings. Dr. Andrew Schlein and Dr. Stacey Shinder's practice treats chronic conditions like diabetes and coronary artery disease. MSPB CEO Casey Waters emphasized the acquisition's alignment with the group's mission to improve patient-centered care and healthcare outcomes while reducing costs. MSPB operates 37 offices across South Florida with over 125 providers. ([Link](#))

20. PeaceHealth Medical Group to Acquire Four Providence Clinics in Clark County

PeaceHealth Medical Group has entered a definitive agreement to acquire four clinic sites of Providence Medical Group in Clark County. The acquisition includes primary care, walk-in care, and outpatient rehabilitation services across four locations: Providence Esther Short Clinic, Camas Medical Office Building, Mill Plain Medical Office Building, and Vancouver Rehabilitation. Approximately 100 staff, including physicians and nurses, will join PeaceHealth. The deal aims to enhance healthcare accessibility and continuity of care in the region. The acquisition is expected to close in December, pending regulatory reviews, with the clinics rebranded under PeaceHealth. ([Link](#))

21. Actylis Acquires Pharm-Rx to Expand Capabilities in Nutrition and OTC Pharmaceutical Sectors via its Financial Sponsor New Mountain Capital

Actylis, a New York-based provider of specialty ingredients for life sciences and advanced technology, has acquired Pharm-Rx, a New Jersey-based supplier of specialty ingredients for the vitamin, mineral, supplement (VMS), and pharmaceutical industries. The acquisition will enhance Actylis' product portfolio, supplier partnerships, and service offerings. Pharm-Rx will continue to operate under its existing brand and leadership, with President Mark Bostel assuming a new role as President of Global Nutrition and OTC for Actylis. The deal supports Actylis' growth strategy, strengthening its global presence in nutrition and over-the-counter (OTC) markets. Financial terms of the deal were not disclosed. ([Link](#))

Other and Venture News

1. RadiantGraph Raises \$11M Series A to Expand AI-Driven Consumer Engagement Platform in Healthcare led by M13, with support from XYZ Ventures and True Ventures.

RadiantGraph, a San Francisco-based AI platform provider for healthcare, has secured \$11M in a Series A funding round led by M13, with support from XYZ Ventures and True Ventures. The funds will fuel the expansion of its AI and machine learning (ML) capabilities to drive scalable growth for health plans and service organizations. Led by founder and CEO Anmol Madan, RadiantGraph's platform helps healthcare organizations automate content generation, orchestrate personalized consumer interactions, and implement voice AI technology. Notable seed investors include Glen Tullman, Lee Shapiro, and Chethan Bachireddy. ([Link](#))

2. Suki Raises \$70M in Series D Funding to Expand AI Voice Solutions for Healthcare led by Hedsophia

AI healthcare technology company Suki has raised \$70 million in a Series D funding round, led by Hedsophia, bringing its total funding to \$165 million. The investment will support product development, commercial initiatives, and leadership expansion. Suki's AI-powered solutions, including Suki Assistant, streamline clinical workflows by reducing administrative burdens for clinicians. The company has seen rapid growth, securing strategic partnerships with major health systems like MedStar Health and integrating with leading EHR systems. Suki's solutions have improved documentation speed by 72% and achieved a 70% adoption rate across health systems. ([Link](#))

3. Eleanor Health Secures \$30 Million in Series D Funding to Expand Addiction Treatment Model

Eleanor Health, an outpatient addiction treatment provider, has raised \$30 million in Series D financing led by General Catalyst. The funding will help scale its whole-person, value-based care model, which offers Medications for Addiction Treatment (MAT), psychiatry, therapy, and peer recovery coaching. The model, designed for substance use disorder, focuses on reducing total care costs while improving clinical outcomes. Eleanor currently operates in seven states and partners with 17 payors. The investment will further expand access to its harm-reduction-based services, transforming addiction treatment and payment structures. ([Link](#))

4. Lawrence, Evans & Co., LLC in collaboration with HDIG to release Healthcare Venture Studio Report

In October the Healthcare Venture Studio industry report to be released by LECO and HDIG. This Healthcare Venture Studio Report is the most comprehensive overview of all known healthcare focused venture studios in the US – (86). Learn more about what venture studios are, who they are, what they are investing into, who they are partnering with, their area of focus and of course who the executives and contacts to these organizations. More information at www.LawrenceEvans.com or www.HealthcareDIG.com