



LAWRENCE, EVANS & CO., LLC

Investment Banking | Healthcare Finance | Consulting

Healthcare Weekly News and Deals – June 14th, 2024

1. Tempus AI (NASDAQ: TEM), Backed by SoftBank, Raises \$410.7M at a \$6.1B Valuation in its IPO

Precision medicine company Tempus AI saw its shares jump 15% in its IPO, pricing 11.1 million shares at \$37 each, raising \$410.7 million and achieving a valuation of \$6.1 billion. Trading began at \$42 per share, pushing the valuation to \$7 billion. Founded by Groupon co-founder Eric Lefkofsky, Tempus uses AI for precision medicine. The company reported \$532 million in revenue for 2023 but remains unprofitable with a \$1.5 billion accumulated deficit. Tempus has raised \$1.3 billion in funding and collaborates with major pharma companies like Pfizer and GSK. ([Link](#))

2. Med-Metrix Acquires HBCS, Enhances End-to-End Revenue Cycle Management Offerings with Support from A&M Capital Partners

Med-Metrix, backed by A&M Capital Partners, has acquired Hospital Billing & Collection Service (HBCS), significantly enhancing its end-to-end Revenue Cycle Management (RCM) solutions. This acquisition bolsters Med-Metrix's capabilities with HBCS's advanced patient financial engagement and insurance reimbursement solutions. Founded in 1985, HBCS serves over 75 healthcare providers across the U.S. and will continue operating under its established brand. The deal strengthens Med-Metrix's position as a trusted RCM partner, aiming to optimize revenue cycles and patient engagement for healthcare organizations. Financial terms were not disclosed. ([Link](#))

3. FFL Partners Invests in Apex Infusion to Support Growth and Expansion

FFL Partners ("FFL"), a private equity firm specializing in Healthcare and Tech-Enabled Services investments, has completed an investment in Apex Infusion, a provider of ambulatory infusion therapy services. Founded in 2006 and headquartered in Signal Hill, California, Apex Infusion offers high-quality care in homes and ambulatory settings, including intravenous immunoglobulin, specialty infusion, and total parenteral nutrition. FFL plans to support Apex's growth through de novo locations and strategic acquisitions. "We're pleased to work closely with their talented management team," said Karen Winterhof, Partner at FFL. ([Link](#))

4. Connecticut Oncology Group Partners with TPG backed OneOncology to Enhance Cancer Care in Middlesex County, Connecticut

Connecticut Oncology Group (COG) has partnered with OneOncology to enhance cancer care delivery in Middlesex County, Connecticut. COG, with 4 medical oncologists and 3 advanced

practice providers, operates offices in Middletown and Westbrook. This partnership, marking OneOncology's second in Connecticut and 22nd nationally, aims to expand services, improve patient access to high-quality, cost-effective care, and maintain COG's strong ties with Middlesex Health and Middlesex Cancer Center. OneOncology's support will help COG grow and offer innovative therapies and clinical trials, benefiting patients, payers, and employers statewide. ([Link](#))

5. Sellers Dorsey, Backed By Consonance Capital, Acquires HealthDataViz to Enhance Data Analytics and Visualization Capabilities

Sellers Dorsey has acquired HealthDataViz, a firm specializing in data analytics and visualization for health and healthcare organizations. This acquisition strengthens Sellers Dorsey's ability to offer innovative data-driven solutions and improve health outcomes. HealthDataViz has built a strong reputation since 2013, working with various healthcare stakeholders and providing high-quality analytics, dashboards, and training through its Kaleido suite. This partnership aims to help clients better understand and utilize their data to drive positive health outcomes and support public health initiatives. ([Link](#))

6. Kauhale Health Acquires The Parker, Expanding Senior Living Portfolio with New Greenville, SC Community

Kauhale Health has acquired The Parker, an assisted living and memory care community in Greenville, South Carolina, marking its second acquisition. The property, now rebranded as Kauhale Pettigru, is located in the Pettigru Historic District and features 75 Assisted Living and 17 Memory Care private suites. The 66,765-square foot facility, built in 2001 and renovated recently, offers numerous amenities and is 100% private pay. Kauhale Health, founded in 2021, continues to expand its portfolio, emphasizing exceptional care and a supportive environment for seniors. ([Link](#))

7. MDpanel, Aquiline Capital Partners, a Provider of Expert Medical Opinions For Insurance Claims, Expands Midwest Presence with Acquisition of Medical Evaluators

MDpanel, a provider of expert medical opinions for insurance claims, has expanded in the Midwest by acquiring Ohio-based Medical Evaluators, known for independent medical evaluations (IMEs). Led by Michael Rumman, Medical Evaluators enhances MDpanel's geographic reach and product capabilities, supporting its mission to be a key partner for physicians, carriers, attorneys, and injured workers. This acquisition follows MDpanel's investment in Axiom Evaluations in Michigan earlier this year. MDpanel aims to deliver comprehensive and high-quality medical evaluation services across the U.S. ([Link](#))

8. BC Partners Invests \$120 Million in Princeton Medspa Partners to Fuel Expansion and Refinancing

Princeton Medspa Partners (PMP) secured \$120 million in financing from BC Partners, a prominent alternative assets investor. This growth capital will refinance PMP's existing credit facility and support near-term acquisitions. PMP, which operates 10 injectables-focused medspa clinics, aims to continue acquiring suburban clinics and enhancing provider operations. Founded by Jim Waskovich, PMP is recognized for its expertise in the medical aesthetics market. BC Partners Credit, launched in 2017, provided a turn-key capital solution. ([Link](#))

9. EQT Healthcare Growth Strategy and EQT Growth Fund to Acquire Majority Stake in CluePoints with Reinvestment from Summit Partners and Clinimetrics SA

EQT Healthcare Growth Strategy and EQT Growth Fund will acquire a majority stake in CluePoints, a leading provider of RBQM and data quality oversight software for clinical trials. The investment includes reinvestment from management and existing shareholders Summit Partners and Clinimetrics SA. CluePoints' advanced algorithms and machine learning have helped de-risk over 1,600 studies. The acquisition aims to bolster CluePoints' growth, leveraging EQT's expertise in healthcare, software, and AI. The deal, subject to customary conditions, is expected to close in Q3 2024. ([Link](#))

10. Northrim Horizon L.P. Acquires Noble Hospice and Palliative Care, Enters Hospice Market

Arizona-based private equity firm Northrim Horizon L.P. acquired Noble Hospice and Palliative Care to expand its home-based care platform. This acquisition marks Northrim's first entry into the hospice market through its portfolio company ITC, a home-based personal care provider. Noble Hospice, headquartered in Phoenix, has served over 1,500 patients with an average daily census of 200. Northrim operating partner Jack Lawson, now Noble's CEO, emphasized the firm's long-term investment strategy and commitment to patient-focused, cost-effective care. Arizona's senior population represents 18.8% of the state's total population. ([Link](#))

11. NeuroFlow Acquires Owl to Create Leading Behavioral Health Measurement Platform via its Financial Sponsor Concord Health Partners

NeuroFlow, a top behavioral health tech provider, acquired Owl, a measurement-based care tech company, to enhance its platform for feedback-informed care across healthcare settings. This merger builds on NeuroFlow's 2023 acquisition of Capital Solution Design, extending capabilities into behavioral health provider organizations. The combined platform, serving over 17 million lives, offers over 400 assessments, AI and NLP technologies, and robust analytics to address behavioral health needs. Owl's CEO, Eric Meier, will become NeuroFlow's President of Behavioral Health Markets, aiming to improve access, engagement, and outcomes nationally. ([Link](#))

12. Leonard Green & Partners Invests in RedSail Technologies, a Leading Provider of Pharmacy Technology, with Francisco Partners Reinvesting

RedSail Technologies, a leading provider of pharmacy technology, has received a strategic growth investment from Leonard Green & Partners (LGP). Francisco Partners (FP), which formed RedSail in 2020, will also reinvest. This investment aims to advance RedSail's mission of elevating pharmacy roles and enhancing community health. With over 12,000 pharmacy locations, RedSail's platform integrates pharmacy management software, network switch capabilities, and data services. RedSail CEO Kraig McEwen expressed enthusiasm for the partnership, highlighting plans to accelerate their product roadmap and expand their customer base. The transaction is subject to regulatory approvals. ([Link](#))

13. SilverPoint Senior Living and SGL Acquisitions Partner for Acquisition of WestMark and The Eastman Properties formerly owned by Brookdale Senior Housing

SilverPoint Senior Living announced a strategic partnership with SGL Acquisitions, acquiring WestMark Senior Living in San Antonio and The Eastman Senior Living in Longview, TX, formerly owned by Brookdale Senior Housing. The partnership aims to enhance these communities with innovative care and improvements. Shimon G. Levy of SGL Acquisitions emphasized a focus on resident well-being and excellence, while SilverPoint CEO Shawn Corzine highlighted the significance of this collaboration. The venture promises significant upgrades, fostering vibrant communities and high-quality senior care in San Antonio and Longview. ([Link](#))

14. IRA Capital Expands Senior Housing Portfolio with Acquisition of Quail Park of Lynnwood

IRA Capital, a private equity firm based in Irvine, California, has acquired Quail Park of Lynnwood, a 253-unit senior housing property in Lynnwood, WA. This all-cash acquisition, completed in partnership with an institutional joint-venture partner, includes plans for capital investment to update common areas and amenities. The upscale community features full-size kitchens, a pool, fitness center, putting green, chapel, and pub. IRA Capital aims to close on another \$325 million in investments over the next 30 days, continuing its growth in the senior housing sector. ([Link](#))