

Greenberg Advisors

M&A ADVISORY IN HEALTHCARE IT & RCM

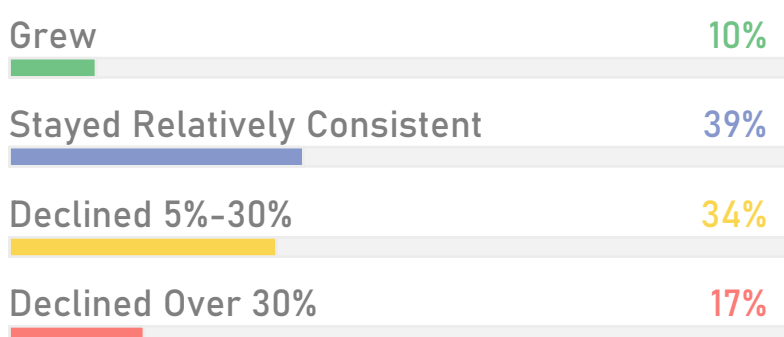
THE IMPACT OF COVID-19 ON RCM & HCIT

Results from our survey of RCM and HCIT owners and senior executives. The data was gathered in May and June 2020. [Contact](#) Greenberg Advisors for more information.

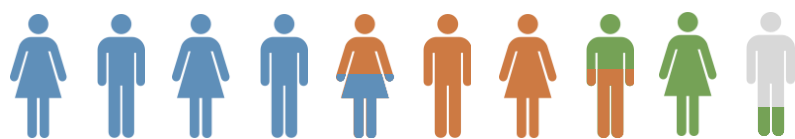


BUSINESS IMPACT

Revenue Impact:



Biggest Challenges:



- 45%: Managing the financial strain
- 31%: Transitioning to / managing work-from-home
- 17%: Understanding regulatory changes
- 7%: Other

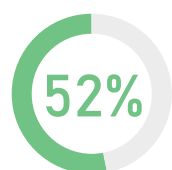
A Catalyst for Change:

- 59% of owners plan to allow more employees to work from home in the future
- 41% of owners are now more interested in technology that reduces reliance on employees

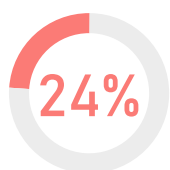


M&A IMPACT

Owners' M&A Plans:



Have Not Changed

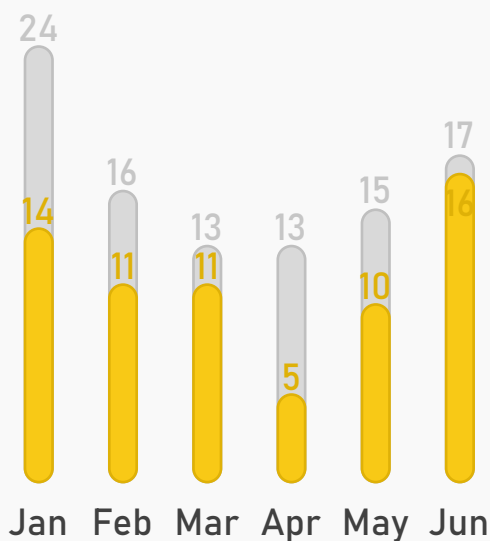


On Hold Until Things Settle Down

Owners' Top Three Concerns:

- #1: Whether valuation multiples will be impacted
- #2: The availability of good buyers or sellers that want to transact in 2020 or 2021
- #3: How or if transaction structures will account for a COVID-19-related dip in performance

RCM & HCIT M&A Volume: Recovery is Underway 2019 vs 2020



Source: GA's Proprietary M&A Database

About Greenberg Advisors

Greenberg Advisors, LLC is the leading investment bank to the Revenue Cycle Management and Healthcare Technology segments. The firm's professionals have provided trusted merger and acquisition, capital raising, valuation, and strategic advisory services for over 25 years, resulting in the completion of over 130 engagements.

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Selected Recent Transactions:

| | | | |
|--|--|--|---|
| was acquired by Sell-Side Advisor | was acquired by Sell-Side Advisor | was acquired by Sell-Side Advisor | was acquired by Buy-Side Advisor |
|--|--|--|---|

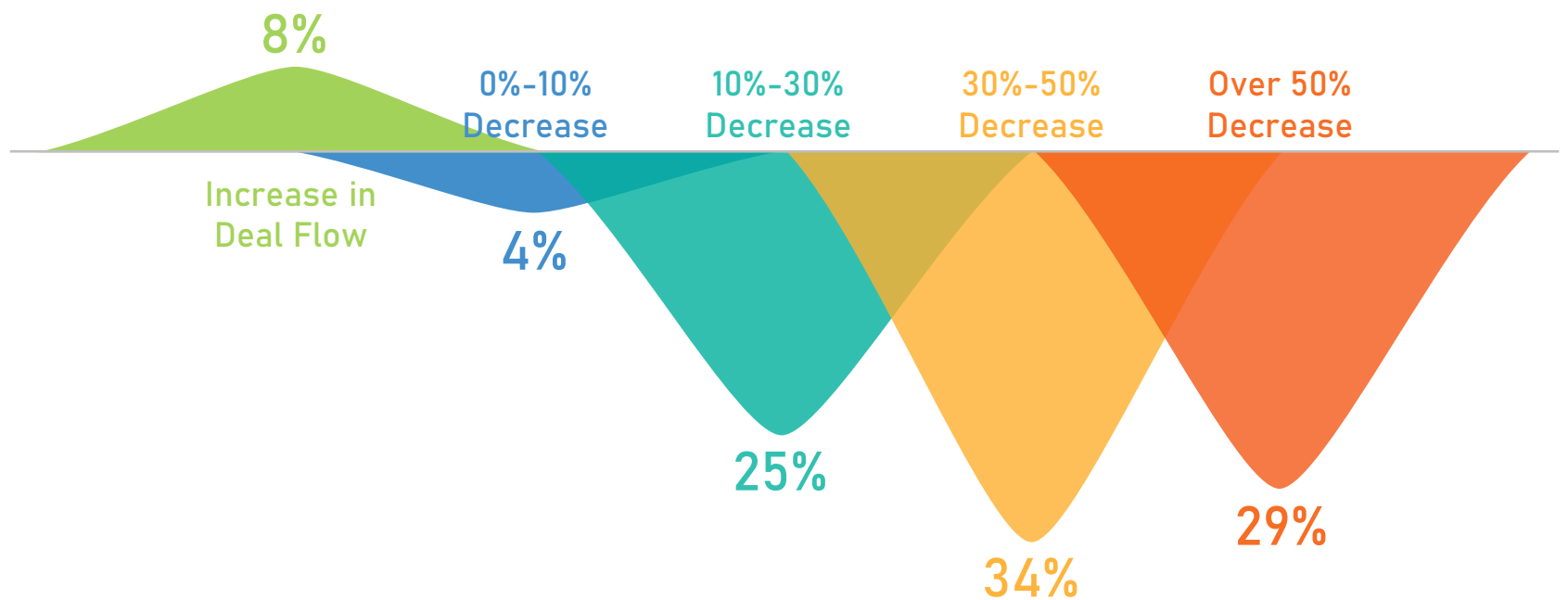
THE IMPACT OF COVID-19 ON PRIVATE EQUITY

Results from our survey of Private Equity Investors. The data was gathered in May and June 2020. [Contact](#) Greenberg Advisors for more information.

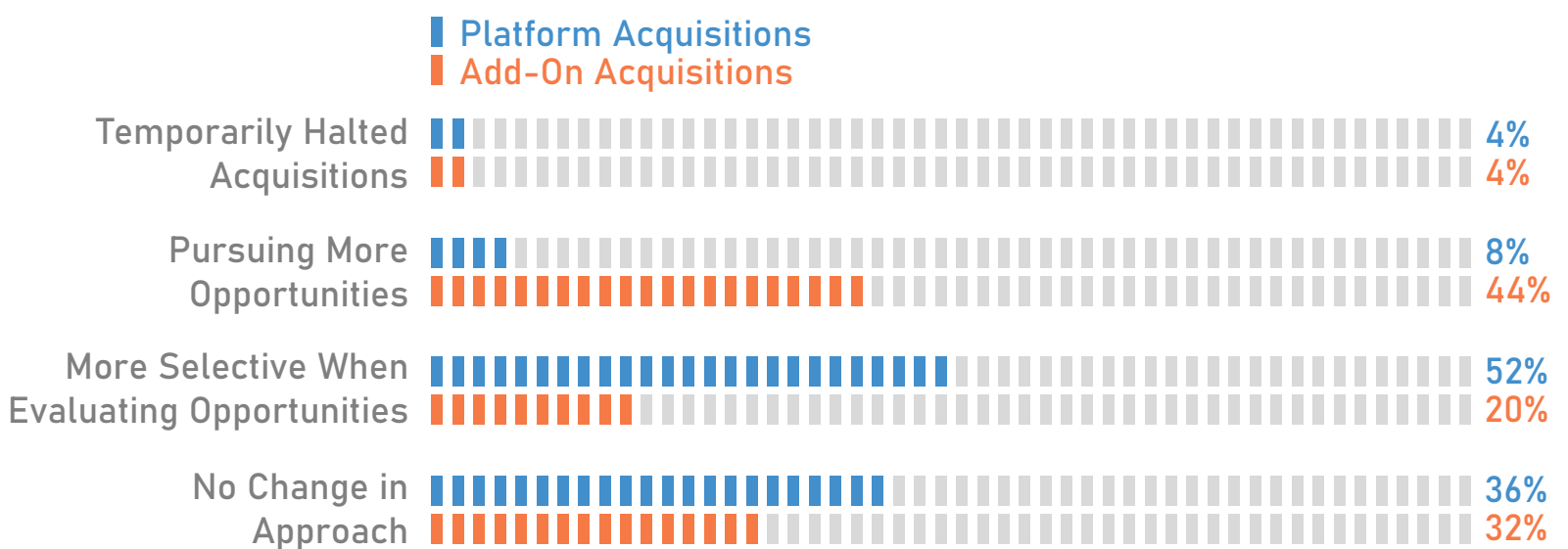


M&A INTERESTS

COVID-19's Impact on 'Deal Flow':



COVID-19's Impact on Platform and Add-On Acquisition Interests:



Private Equity's Top Three Concerns:

- #1: COVID-19's impact on portfolio companies
- #2: The availability of opportunities (buyers or sellers) in the near-term
- #3: How to structure and value deals post-COVID-19

When Will the M&A Market Normalize?

