

FOR IMMEDIATE RELEASE

Contact:

Brian Greenberg, Tel. 301-576-4000
bgreenberg@greenberg-advisors.com

\$18.5 Billion in Enterprise Value: GA Releases its 2020 Year-End M&A Update for RCM & HCIT

Rockville, MD – February 22, 2021 – Greenberg Advisors (GA), an M&A specialist in Revenue Cycle Management (RCM) and Healthcare IT (HCIT) industry transactions, announced today the release of its year-end 2020 M&A Update ([Read it here](#)). This report includes data and analysis of trends that GA has observed in the market as well as its expectations for 2021 investment activity.

Selected takeaways from the 2020 M&A Update for RCM and HCIT:

- \$18.5 billion in aggregate transaction value
- The tale of two halves; 1H 2020 activity stalled while 2H 2020 was a record-breaker
- Spotlight on a sector that's garnering considerable interest: Long-term care
- 24% of the transactions in 2H were \$100+ million
- The most actively acquired IT and services of 2020
- Updated company valuation guidance

Brian Greenberg noted, "With providers and their vendors facing such tremendous challenges this past year, we've seen many firms make foundational improvements to their operations that will serve them well for years to come. That bodes well for sellers, as valuations remain strong and capital is cheap and plentiful – factors that we expect to contribute to another very active year for M&A in 2021."

GA is proud to have helped many clients achieve their M&A goals in 2020, having advised in [the sale of Praxis Healthcare Solutions](#) and an [acquisition by ALN Medical Management](#), among other transactions. Companies in these transactions provided solutions in functional areas including billing, coding, complex claims recovery, denials management, insurance follow up, receivables management, and revenue integrity.

Contact Brian Greenberg or any member of the GA team to discuss your interests in confidence.

About Greenberg Advisors

Greenberg Advisors, LLC is an independent investment bank providing world-class M&A and strategic advisory solutions to Business Services and Technology companies in the Revenue Cycle Management (RCM), Healthcare Information Technology (HCIT), Accounts Receivable Management (ARM), and Business Process Outsourcing (BPO) sectors.

Focused on these sectors for nearly 25 years, the firm's professionals offer a comprehensive, yet highly specialized perspective from which to advise clients, which has resulted in the completion of over 135 M&A, capital raising, valuation, and strategic advisory engagements. These client successes reflect Greenberg's distinct client-first approach, deep sector expertise, objective point of view, and work ethic.

###

Statistics and market data are from GA's proprietary M&A database. May contain estimates.