

## FOR IMMEDIATE RELEASE

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### **A Blockbuster Year-In-Review; GA Helps Seven Clients Complete M&A Transactions**

**Rockville, MD – January 10, 2022** – Greenberg Advisors (GA), the leading boutique investment bank in Revenue Cycle Management (RCM) and Healthcare IT (HCIT), announces that during 2021, it advised in seven M&A transactions, produced new and insightful resources for owners, and further expanded its team.

The transactions covered a wide spectrum of offerings and circumstances. A few are described below:

**Sale of Innovative Healthcare Systems to Harris Computer Corporation:** Innovative, specializing in emergency medicine, provides RCM services and software to physician practices throughout the United States. GA found a natural and well-suited buyer in Harris, which will provide an excellent home to foster the continued growth of Innovative.

**Acquisition of ARMC Financial Services by Revco Solutions:** Revco Solutions and its private equity-backer retained GA to advise in its acquisition strategy. GA sourced qualified candidates based on its many relationships and its detailed knowledge of industry participants. ARMC, which offers denials management services to hospitals and health systems, was an excellent fit with Revco. This is the second recent transaction that GA has completed in the denials management sector.

**Sale of a Tech-Enabled RCM Firm (names not yet announced):** GA was engaged to represent this RCM firm in the sale of its business. The client is a growing provider of tech-enabled RCM and consulting services focused on improving revenue cycle functions, providing outsourced RCM services, and optimizing operations for hospitals throughout the United States. GA leveraged its relationships and expertise to find the ideal partner. The buyer in this case is a multinational strategic providing RCM services and technology solutions to US-based providers.

In addition to the latest [M&A Update](#), which describes investment and M&A activity and trends in 2021 in the RCM and HCIT sectors, the firm published a number of insightful resources in 2021, including several editions of *The Real Deal*. [The most recent edition](#) features Ron Decker, former CEO and founder of Innovative Healthcare Systems, which GA advised throughout its 2021 sale (also described above). The Real Deal is one of [many resources](#) that GA provides to owners and executives seeking to become more informed regarding the process of selling a business in today's environment.

On the personnel front, GA promoted two key team members; Zach Eisenberg to Managing Director and Casey Krasko to Senior Associate. These professionals have been with GA for approximately 6 years and 5 years, respectively, and have played important roles in the firm's growth and success. The firm also added two Analysts; Carson Knight and Ross Koplitz.

**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 over 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 140 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.

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