

# Healthcare and Life Sciences Services

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Q3 2024  
Monitor



**Clearsight Advisors**  
Investment Banking

October 2024



## Select Industry News

### Blue Matter Hires John Bonasera as Principal

Blue Matter has announced the hiring of John Bonasera. He brings more than 20 years of life sciences industry and consulting experience to Blue Matter's organizational strategy, design, and effectiveness practice and has an expertise in customer-facing teams ([Link](#))

### CitiusTech Announces Integrated Business Consulting Unit

CitiusTech has announced the formation of Citius Healthcare Consulting. This initiative, supported by CitiusTech's technology innovations, will focus on driving digital transformation, process optimization, and business growth across four key client segments: payers, providers, medtech, and life sciences organizations ([Link](#))

### Connect Life Sciences Welcomes Two New Board Members

Connect Life Sciences has announced that Mark Smith and Jerick Henley have joined its Board as Executive Chairman and Director, respectively. Mark and Jerick are serial entrepreneurs, who previously co-founded AHS Staffing; their track records and staffing industry expertise will be pivotal for the long-term success of Connect Life Sciences ([Link](#))

### Jarrard Launches Health Technology Practice

Jarrard, a strategic communications consultancy, has announced the launch of a new health tech practice led by newly hired SVP, Alex Hunter. He will oversee a team of PR professionals supporting HCIT companies, digital health companies, and investors in navigating the complex regulatory environment and communicating to various stakeholders ([Link](#))

### Avalere Health Hires New Marketing President

Avalere has hired Corrina Safeio as its new president of global marketing and EVP of corporate communications. Safeio is a 25-year veteran of the industry, most recently at Inizio, where she was president of the European division of Inizio Evoke ([Link](#))

### Precision Value & Health Unveils New Identity: Precision AQ

Precision Value announced that the company is rebranding to Precision AQ. The new name reflects years of cumulative development and integration to create a company with a comprehensive set of services and solutions ([Link](#))

### Sequoia Biotech Consulting and Syner-G BioPharma Group Unite

Riverside Partners has announced the strategic combination of two of its portfolio companies, Sequoia Biotech and Syner-G. The combined company will offer comprehensive, integrated solutions to clients across the global pharmaceutical, biotech, and medical device sectors ([Link](#))

### Triangle Insights Hires Two New Partners

Triangle Insights has appointed Aileen Nicoletti, PhD, and Michael Turner as partners, enhancing its leadership in life sciences consulting. Nicoletti brings over 20 years of biotech experience, while Turner has 25 years of experience in commercial strategy ([Link](#))

## Sector Leadership



**Greg Treger**  
Managing Director  
[Email Greg](#)



**Tory Steel**  
Director  
[Email Tory](#)



**Austin Kuhn**  
Vice President  
[Email Austin](#)



**Jonathan Holland**  
Vice President  
[Email Jonathan](#)

# Sector Spotlight



**Target**

**Sam Brown**

**Acquirer**

**Blue Matter**  
(Baird Capital)

**Deal Commentary**

- Sam Brown is a healthcare communications and public relations agency focused on corporate and clinical communications for the life sciences industry
- The combination provides Blue Matter with complementary full-service strategic communication capabilities. This will enhance its integrated strategic advisory and market research functions

**Transaction Summary**

On September 18<sup>th</sup>, 2024, Blue Matter announced its acquisition of Sam Brown. Sam Brown provides comprehensive communications strategy, digital, and media services to the life sciences industry. Sam Brown will retain its name and continue to be led by founder Laura Liotta, who will also lead the formation of the new strategic communications division within Blue Matter

**Transaction Information**

Announced Date	September 18, 2024
Deal Type	Acquisition
<i>Target Information</i>	
Year Founded	1999
Target HQ	Wayne, PA
# of Employees	~50

**Target**

**The Chartis Group**

**Acquirer**

**Blackstone**

**Deal Commentary**

- Audax originally invested in Chartis in 2019 (with seven add-on acquisitions completed to date); Chartis is a leading healthcare consulting and advisory firm
- This strategic investment from Blackstone will expand Chartis' capabilities and support the firm's continued growth. The transaction is expected to close by the end of 2024 and Audax is expected to maintain a minority stake in the company

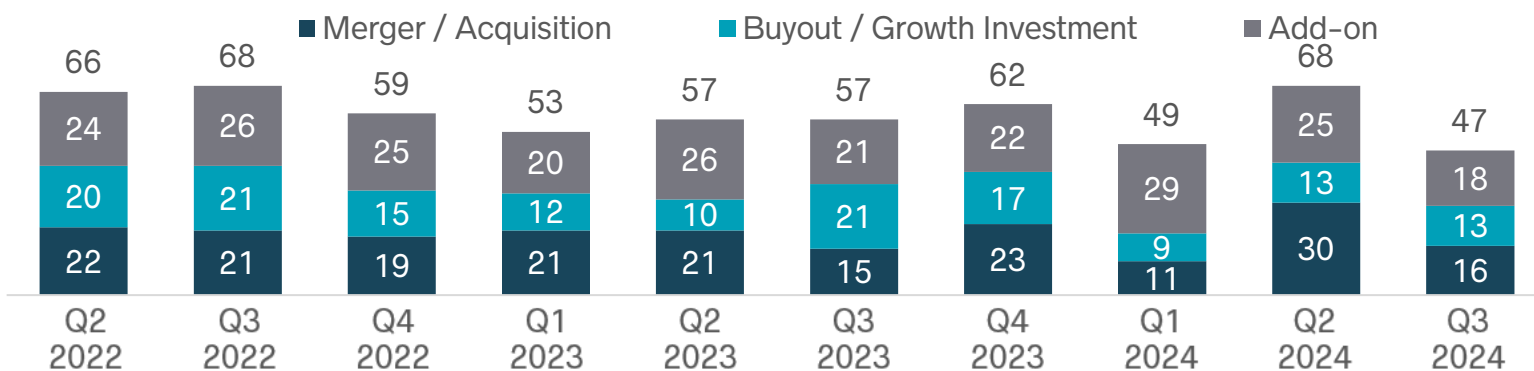
**Transaction Summary**

On August 14<sup>th</sup>, 2024, Blackstone announced its strategic investment in The Chartis Group. This transaction will enable the expansion of the company through a continued buy-and-build strategy. The Chartis Group assists more than 900 clients annually in developing transformative strategies and operating models that aim to make US healthcare more affordable and accessible

**Transaction Information**

Announced Date	August 14, 2024
Deal Type	Buyout/LBO
<i>Target Information</i>	
Year Founded	2001
Target HQ	Chicago, IL
# of Employees	~1,000

## Healthcare and Life Sciences Services Deal Volume<sup>1</sup>



1. Time series data based on ClearSight's custom PitchBook screen intended to show trends over time and should be interpreted as directional regarding deal volume. Please email the ClearSight team for specific screen-related questions.

# M&A Activity



Date	Target	Buyer	Summary
9/18/2024	<b>Sam Brown</b>	<b>Blue Matter</b> <i>(Baird Capital)</i>	<ul style="list-style-type: none"> <li>Sam Brown is a healthcare-focused corporate, clinical, and commercial communications agency</li> <li>The acquisition adds complementary full-service strategic communications capabilities to Blue Matter, enhancing its strategic advisory and market research offerings</li> </ul>
9/18/2024	<b>Sequoia Biotech Consulting</b> <i>(Riverside)</i>	<b>Syner-G BioPharma Group</b> <i>(Riverside)</i>	<ul style="list-style-type: none"> <li>Sequoia, a Riverside Partners firm, is a life sciences consultancy specializing in optimizing product development, regulatory, and compliance solutions</li> <li>The merger allows Syner-G to provide solutions across the pharma, biotech, and medical device sectors</li> </ul>
9/12/2024	<b>eClinical Solutions</b>	<b>GI Partners</b>	<ul style="list-style-type: none"> <li>eClinical Solutions offers a clinical data repository and services with advanced data visualization and analytical capabilities for life science organizations</li> <li>GI's investment will help eClinical expand its product roadmap, grow AI capabilities, and drive future-ready trials</li> </ul>
9/11/2024	<b>Outcomes'10</b>	<b>ProductLife Group</b> <i>(21 Invest)</i>	<ul style="list-style-type: none"> <li>Outcomes'10 is a premier Spanish life sciences consultancy providing market access and evidence generation services</li> <li>The acquisition supports PLG's ambition to build a global market access offering through a new presence in Spain</li> </ul>
9/10/2024	<b>PharmaForcelQ</b>	<b>Eir Partners</b>	<ul style="list-style-type: none"> <li>PharmaForcelQ provides precision omnichannel marketing solutions for the life sciences industry</li> <li>The investment will allow PharmaForcelQ to deploy targeted product improvements and position the company for continued expansion</li> </ul>
9/10/2024	<b>Advyzom</b>	<b>Danforth Advisors</b> <i>(Avesi Partners)</i>	<ul style="list-style-type: none"> <li>Advyzom is a leading pharmaceutical and healthcare regulatory affairs consultancy</li> <li>The acquisition provides Danforth with an integrated suite of clinical and regulatory services for life sciences clients</li> </ul>
9/9/2024	<b>Mirador Global</b>	<b>Citrus Health Group</b> <i>(NaviMed Capital)</i>	<ul style="list-style-type: none"> <li>Mirador Global is a consulting firm providing commercialization services to life sciences companies</li> <li>The acquisition enables Citrus Health to provide a full range of commercialization services with a diverse, talented team of professionals</li> </ul>
8/27/2024	<b>consus.health</b>	<b>Accenture</b>	<ul style="list-style-type: none"> <li>consus.health is a healthcare management consultancy headquartered in Germany</li> <li>The acquisition will enhance Accenture's ability to help healthcare providers across Germany, Austria, and Switzerland improve their quality of care</li> </ul>

Source: Public filings as of 30-September-2024, Capital IQ, Pitchbook

# M&A Activity



Date	Target	Buyer	Summary
8/23/2024	<b>Partnership for Health Analytic Research (PHAR)</b>	<b>ADVI Health</b> <i>(Sheridan Capital)</i>	<ul style="list-style-type: none"> <li>PHAR is a global health technology assessment, health economics, and outcomes research consultancy</li> <li>The acquisition bolsters ADVI's data analysis and value strategy capabilities with significant HEOR expertise</li> </ul>
8/22/2024	<b>Knowtion Health</b>	<b>Arsenal Capital Partners</b>	<ul style="list-style-type: none"> <li>Knowtion is a leading provider of revenue cycle insurance claim services supported by AI-enabled technologies</li> <li>The investment will help Knowtion fuel both organic growth and strategic acquisitions, further cementing its leadership in denials management</li> </ul>
8/21/2024	<b>BioStrata</b>	<b>Supreme Group</b> <i>(Trinity Hunt)</i>	<ul style="list-style-type: none"> <li>BioStrata specializes in marketing communications and public relations for the life science sector</li> <li>The acquisition enables Supreme Group to better serve the diverse needs of its life sciences clients and provides the company with a footprint in Europe</li> </ul>
8/19/2024	<b>Jumo Health</b>	<b>Falfurrias Capital Partners</b>	<ul style="list-style-type: none"> <li>Jumo provides health literacy solutions to accelerate clinical trial enrollment and increase retention</li> <li>The investment will help Jumo Health expand its core capabilities, enable data-driven solutions, and widen patient engagement</li> </ul>
8/14/2024	<b>The Chartis Group</b> <i>(Audax)</i>	<b>Blackstone</b>	<ul style="list-style-type: none"> <li>Chartis provides advisory services to healthcare providers, payers, technology innovators, retail companies, and investors</li> <li>The investment supports the firm's growth as a leading advisor to companies across the US healthcare landscape</li> </ul>
8/6/2024	<b>Kinesys Consulting</b>	<b>Clinigen</b> <i>(Triton Funds)</i>	<ul style="list-style-type: none"> <li>Kinesys provides strategic regulatory affairs, medical writing, and medical devices services for the pharmaceutical and biotechnology industries</li> <li>The acquisition strengthens Clinigen's ability to service the entire drug development and commercialization lifecycle</li> </ul>
8/5/2024	<b>Array</b>	<b>WCG</b> <i>(Leonard Green &amp; Partners)</i>	<ul style="list-style-type: none"> <li>Array is a leading content engagement partner for life sciences events, offering a unique combination of data, technology, and engagement services</li> <li>Array expands WCG's training solutions, enabling sites, investigators, and raters to advance clinical research</li> </ul>
7/9/2024	<b>Federal Compliance Solutions</b>	<b>IntegriChain</b> <i>(Nordic Capital)</i>	<ul style="list-style-type: none"> <li>FCS is a leading life sciences consulting and managed services firm, helping its clients optimize government pricing, contracting, and revenue management</li> <li>The transaction creates a deep team of experts in government pricing and payer/provider contracting</li> </ul>

Source: Public filings as of 30-September-2024, Capital IQ, Pitchbook



# About Clearsight

Clearsight’s healthcare and life sciences practice focuses on ‘Knowledge Economy’ businesses serving pharmaceutical companies, providers, and payers. This ecosystem is innovating across professional services, technology, and data to move healthcare forward.

Clearsight Advisors is an investment banking firm dedicated to driving the Knowledge Economy by providing world-class M&A and capital raising solutions exclusively to growth-oriented Business Services and Technology companies. Clearsight combines deep market insights across software, services, and data. Clearsight Advisors, Inc. is a wholly owned subsidiary of Regions Financial Corporation. All securities are offered exclusively through Regions Securities LLC, a registered broker-dealer and member of FINRA and SIPC. For more information about Clearsight, visit [www.clearsightadvisors.com](http://www.clearsightadvisors.com)

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**Buyside Advisor**

**NMS | CAPITAL**  
portfolio company

**hwp**  
Health & Wellness  
**PARTNERS™**

has acquired

**HYBRID**

**Financial Co-Advisor**

**docereE™**

has received a strategic investment from

**CREAEGIS**

**Sellside Advisor**

**mra**

has been acquired by

**GeBBS®**  
HEALTHCARE SOLUTIONS

a portfolio company of

**CHRYS CAPITAL**

**Sellside Advisor**

**K\* Advisors**

has been acquired by

**BGB | GROUP**

a portfolio company of

**TPG**

**Financial Advisor**

**creo**

has been recapitalized by

**GRANT AVENUE**

**Financial Advisor**

**BEGHOU**  
CONSULTING

has received a strategic investment from

**VARSITY**  
HEALTHCARE PARTNERS

**Buyside Advisor**

**NMS | CAPITAL**

has made an investment in

**hwp**  
Health & Wellness  
**PARTNERS™**

**Sellside Advisor**

**bionest**

has been acquired by

**accenture**

**Financial Advisor**

**ADVI**

has received a strategic investment from

**SHERIDAN**  
CAPITAL PARTNERS

**Sellside Advisor**

**HARMONY HEALTHCARE**  
a portfolio company of

**SCP & CO**

has been acquired by

Addison Group

a portfolio company of

**Trilantic**  
NORTH AMERICA

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