

Healthcare and Life Sciences Services

Q4 2024
Monitor



Clearsight Advisors
Investment Banking

January
2025



Select Industry News

Beghou Consulting Welcomes Three New Partners

Beghou announced the hiring of three new partners: Yair Markovits, Vishal Singal, and Nicole Ventrone. Beghou's hires possess extensive experience within analytics and developing patient-centric ecosystems, improving commercial strategies, customer engagement, and health outcomes. Each partner adds depth in rare disease, oncology, and specialty therapeutics ([Link](#))

ELIQUENT Adds Consulting Leader, Rob Wojciechowski

ELIQUENT announced the appointment of Rob Wojciechowski as Managing Director of its consulting practice across Europe and the APAC region. Wojciechowski will oversee delivery and drive the expansion of the firm's consulting services ([Link](#))

EY-Parthenon Names Holger Schmidt as Leader of German Life Sciences Practice

EY-Parthenon hired Holger Schmidt to lead its German Life Sciences Practice. Schmidt will oversee 12 partners and more than 100 consultants. Schmidt brings years of strategic expertise to EY-Parthenon, having led transformational initiatives for top pharmaceutical and biotech companies ([Link](#))

Former Cerner and MEDITECH Healthcare IT Leader, Steve McDonald, Joins Pivot Point Consulting as Executive Partner

Pivot Point announced Steve McDonald has joined the company as an Executive Partner to drive growth in the Healthcare IT consulting practice. McDonald brings more than 30 years of experience of delivering advisory services for a range of healthcare clients ([Link](#))

Health IT Executive Vasant Eswarachari Joins Guidehouse

Guidehouse announced the hiring of Vasant Eswarachari as a Partner to lead its commercial digital health services business. Eswarachari brings more than 25 years of experience in IT and digital transformation to the firm. At Guidehouse, Eswarachari will focus on leveraging digital health solutions to help providers, payers, and life sciences companies ([Link](#))

Lumantia Welcomes John Westwood, Deepening the Expertise and Reach of Strategy Consulting Capability

Lumantia announced that John Westwood has joined the company as SVP of strategy consulting. Westwood brings extensive experience from major life sciences consultancies such as L.E.K., Huron, and Oliver Wyman, where he led the global life sciences business ([Link](#))

Oracle Announces New AI-Powered Electronic Health Record

Oracle announced an EHR featuring cloud and AI capabilities. It incorporates technology such as audio recognition to streamline navigation. Oracle's EHR represents the company's most significant healthcare product update since its acquisition of Cerner in 2022 ([Link](#))

SailPoint and Imprivata Enter Strategic Partnership

SailPoint will acquire Imprivata's existing identity governance and administration business. The combined entity will boast an industry-leading identity security capability, allowing the group to become the strategic go-to-market partner for healthcare organizations globally ([Link](#))

Sector Leadership



Greg Treger
Managing Director
[Email Greg](#)



Tory Steel
Managing Director
[Email Tory](#)



Austin Kuhn
Vice President
[Email Austin](#)



Jonathan Holland
Vice President
[Email Jonathan](#)

Sector Spotlight



Target
Inspired Health

Acquirer
West Monroe

Deal Commentary

- Inspired Health is a market insights commercial strategy consultancy serving life sciences clients. The Company supports key stages of the product lifecycle spanning pre-launch, launch, and post-launch optimization
- The acquisition adds deep expertise to the front-office segment of the life sciences value chain, complementing West Monroe's strengths in back-office operations and patient services programs

Transaction Summary

On December 20th, 2024, West Monroe announced its acquisition of Inspired Health. Inspired Health provides comprehensive market insights to the life sciences industry. The Company will continue to be led by Kieron Mathews and Andrew Wilson within West Monroe's life sciences division. Inspired Health's Boston headquarters will expand West Monroe's global presence in the Northeast

Transaction Information

Announced Date	December 20, 2024
Deal Type	Acquisition
<i>Target Information</i>	
Year Founded	2017
Target HQ	Boston, MA
# of Employees	~30

Target
Reservoir Communications

Acquirer
Periscope Equity

Deal Commentary

- Reservoir Communications is a leading healthcare and life sciences consultancy focused on helping clients address critical business challenges surrounding advocacy, policy, and reputation
- The acquisition will enable Reservoir to accelerate growth by unlocking powerful insights from technology and infrastructure, while continuing to deliver differentiated solutions across the healthcare ecosystem

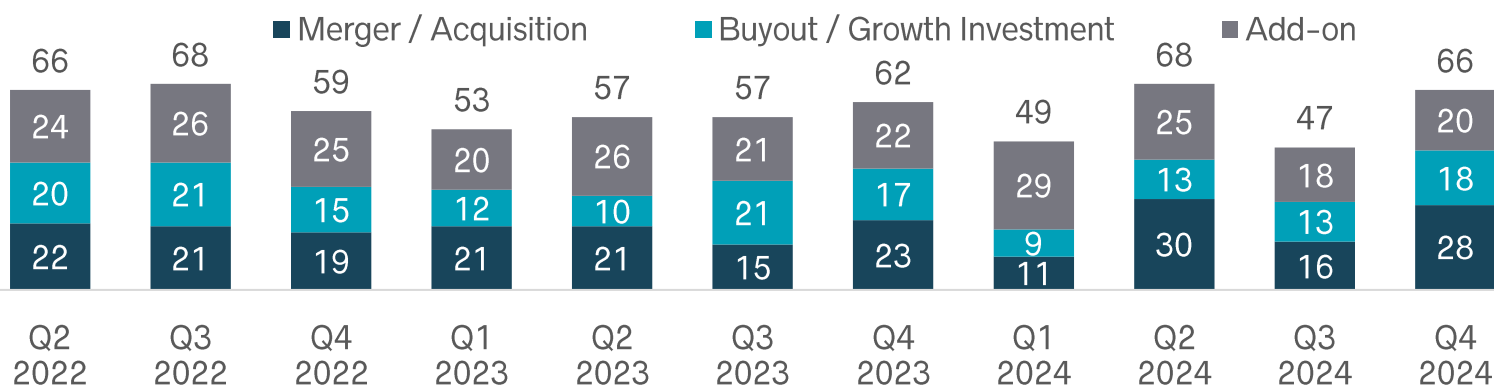
Transaction Summary

On November 12th, 2024, Periscope announced its investment in Reservoir Communications. As part of this next phase of growth, Reservoir and Periscope will capitalize on opportunities to bring enhanced technology, infrastructure, and staffing support to continue meeting the complex and pressing public affairs, business, and policy needs of Reservoir's life sciences clients

Transaction Information

Announced Date	November 12, 2024
Deal Type	Acquisition
<i>Target Information</i>	
Year Founded	2014
Target HQ	Washington, D.C.
# of Employees	~55

Healthcare and Life Sciences Services Deal Volume¹



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
12/20/2024	Inspired Health	West Monroe <i>(BDT & MSD)</i>	<ul style="list-style-type: none"> Inspired Health is a market insights and commercial strategy consultancy serving life sciences clients The acquisition will expand West Monroe's life sciences capabilities and grow its team and global presence with the addition of a Boston office
12/18/2024	Boost Healthcare	Aspirion Health <i>(Varsity Healthcare Partners)</i>	<ul style="list-style-type: none"> Boost Healthcare is a consulting firm intended to help healthcare providers improve their financial performance The acquisition further expands Aspirion's suite of revenue cycle management services for the provider market
12/17/2024	VPMR	Danforth Advisors <i>(Avesi Partners)</i>	<ul style="list-style-type: none"> VPMR is a market research firm serving life sciences and healthcare clients across the entire product lifecycle The acquisition extends Danforth's capabilities in commercial readiness, delivering key data to shape launch strategy and marketing
12/4/2024	Amendola Communications	Supreme Optimization <i>(Trinity Hunt Partners)</i>	<ul style="list-style-type: none"> Amendola is a provider of integrated public relations and marketing services to healthcare and life sciences clients The acquisition will add to Supreme's strategic platform, providing best-in-class marketing and communications services to healthcare and life sciences companies
12/1/2024	Point of Care Network	IQVIA	<ul style="list-style-type: none"> POCN provides a platform for nurse practitioners and p-physicians associates to engage in market research The acquisition will enhance IQVIA's capabilities by providing a unique view on NP and PA point of care data and a unique connection point to the growing community
11/19/2024	Vee Healthtek	TA Associates	<ul style="list-style-type: none"> Vee Healthtek is a provider of technology-enabled solutions and services to healthcare organizations The partnership will enable Vee Healthtek to leverage TA's global resources and extensive experience in the sector to accelerate growth
11/14/2024	IDEA Pharma	SAI MedPartners <i>(Northlane Capital Partners)</i>	<ul style="list-style-type: none"> IDEA Pharma is a UK-based consulting firm providing pharmaceutical path-to-market strategy and innovation The acquisition will strengthen SAI's ability to offer extensive strategic services to its biopharma clients from drug discovery to market launch and lifecycle management
11/13/2024	Formulary Insights	Petauri <i>(Oak Hill Capital)</i>	<ul style="list-style-type: none"> Formulary Insights is a market research company offering timely market access insights to biopharma manufacturers The acquisition will integrate agile market research and real-world market access expertise with Petauri's consulting services to expand its market research offerings

Source: Public filings as of 31-December-2024, Capital IQ, Pitchbook

M&A Activity



Date	Target	Buyer	Summary
11/12/2024	Reservoir Communications Group	Periscope Equity	<ul style="list-style-type: none"> Reservoir Communications is a leading healthcare consultancy focused on helping clients address their business, advocacy, policy, and reputation challenges The partnership will expand Reservoir's issue and skill-based expertise across the healthcare sector
11/5/2024	BOLDSCIENCE	Minds + Assembly <i>(Amulet Capital)</i>	<ul style="list-style-type: none"> BOLDSCIENCE is a medical communications agency that conveys complex scientific information for pharma clients The acquisition will enhance Minds + Assembly's fully integrated strategic healthcare communications and commercialization platform
10/23/2024	NorthGauge Healthcare Advisors	Coker <i>(Trinity Hunt Partners)</i>	<ul style="list-style-type: none"> NorthGauge is a leading clinical compliance and performance improvement company serving healthcare providers, insurance companies, and law firms The acquisition will add to Coker's areas of expertise and enhance its complementary service offerings
10/18/2024	Red Nucleus <i>(The Riverside Company)</i>	THL Partners	<ul style="list-style-type: none"> Red Nucleus is a leading provider of strategic services across research and development, medical affairs, market access, and learning and development THL's investment will help broaden Red Nucleus's suite of commercialization services for its global customer base
10/16/2024	Halloran Consulting Group	ProductLife Group <i>(Oakley Capital and 21 Invest)</i>	<ul style="list-style-type: none"> Halloran Consulting is a life sciences consulting firm that provides strategic regulatory, quality, clinical, and organizational support The acquisition will further position PLG as a leading global provider of comprehensive healthcare services
10/3/2024	Nextep Health	ProductLife Group <i>(Oakley Capital and 21 Invest)</i>	<ul style="list-style-type: none"> Nextep is a consultancy specializing in patient access and public policy challenges across the pharmaceutical, biotech, and medical device industries The acquisition will establish a presence in France for PLG, enhancing its global market access capabilities
10/3/2024	BioTechLogic	Dark Horse Consulting <i>(WestView Capital Partners)</i>	<ul style="list-style-type: none"> BioTechLogic provides technical, operations, manufacturing, quality, and regulatory CMC consulting The acquisition will combine the complementary strengths of both firms while consolidating Dark Horse's leadership position in the cell and gene therapy space
10/1/2024	Helios Global Group <i>(NorthEdge)</i>	Telemos Capital	<ul style="list-style-type: none"> Helios Global is a provider of full-service healthcare communications consulting for pharma and biotech clients Telemos' investment will support Helios' future ambitions of expanding into new service lines, harnessing innovative technologies, and growing its internal infrastructure

Source: Public filings as of 31-December-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.

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a portfolio company of




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Financial Advisor



has been recapitalized by



Financial Advisor



has received a strategic investment from



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NMS | CAPITAL

has made an investment in




Health & Wellness **PARTNERS**

Sellside Advisor



has been acquired by



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