



Healthcare and Life Sciences Services

Q3 2025
Monitor



Clearsight Advisors
Investment Banking

October
2025



Select Industry News

60% of Life Sciences and Healthcare Executives Expect Tariffs to Have an Impact on their Businesses

Nearly two-thirds of global life sciences and healthcare executives expect tariffs and pricing policies “to have at least some impact on their businesses,” prompting scenario planning and supply chain shifts. Yet, few organizations are taking actions to adapt to changing regulatory landscapes ([Link](#))¹

Connect Life Sciences Announces Scott Dalton as New CEO

Connect Life Sciences has appointed Scott Dalton as its new CEO, bringing over 20 years of life sciences recruitment experience and a strong track record in scaling Functional Service Provider (FSP) models. Dalton aims to expand CLS’s FSP capabilities and delivery model to meet growing industry demands, while Co-Founder Jim Owens transitions to President to focus on client solutions and strategic partnerships ([Link](#))²

CVS Health Joins Centers for Medicare and Medicaid Services (CMS) Initiative to Advance Digital Health Ecosystem

CVS Health has joined over 60 companies supporting CMS’s Health Tech Ecosystem initiative, which aims to build a next-generation digital health infrastructure. CVS plans to invest \$20 billion over the next decade in technology and is developing an open platform that can enable seamless access to payers, providers, PBMs, pharmacies, or digital health tools ([Link](#))³

EU Launches First Life Sciences Strategy to Boost Innovation

The European Commission launched its first Life Sciences Strategy, with a planned investment of €10 billion through 2029. The strategy addresses long-standing fragmentation across the sector and seeks to coordinate EU action under a unified, cross-sectoral framework ([Link](#))⁴

Epic Unveils New Patient and Developer Features

Epic announced enhancements to patient data access and developer support, including a tool that combines data from multiple providers into one account and APIs for real-time navigation and identity verification. Epic also introduced expanded resources for app developers, such as easier testing tools, new data-sharing options, and support for updated industry standards ([Link](#))⁵

Lucid Group Forms New Life Sciences Strategy Consulting Arm

Lucid Group has merged its management consulting and pharma asset strategy divisions into a new global practice called Lucid Strategy Consulting. The team, based across the UK, US, and India, will offer life sciences clients services in commercialization strategy, digital innovation, and transformation design ([Link](#))⁶

Oracle Launches an AI Center of Excellence for Healthcare

Oracle Health launched its AI Center of Excellence (CoE) for Healthcare to help organizations take advantage of the rapid advances in AI. The CoE offers a hub of resources and expertise that will help health systems and hospitals deploy and optimize Artificial Intelligence across their organizations ([Link](#))⁷

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

SSI Strategy
(Amulet Capital)

Acquirer

Clinigen
(Triton Partners)

Deal Commentary

- SSI Strategy is a biotech partner that embeds seasoned executives directly into clients, providing the insight and technical expertise to accelerate development from concept to commercialization
- The acquisition combines SSI's strategic depth and global footprint with Clinigen's operational scale and clinical trial expertise, forming a comprehensive biopharma partner from strategy to commercialization

Transaction Summary

On September 29th, 2025, Clinigen announced its acquisition of SSI Strategy. The acquisition expands Clinigen's global pharmaceutical services by integrating SSI's specialized expertise in medical affairs, pharmacovigilance, and clinical development, enhancing support for biotech and pharmaceutical clients across the product lifecycle

Transaction Information

Announced Date	September 29, 2025
Deal Type	Investment / Add-on
<i>Target Information</i>	
Year Founded	2010
Target HQ	Parsippany, NJ
# of Employees	~180

Target

PharmaDirections

Acquirer

Danforth Advisors
(Avesi Partners)

Deal Commentary

- PharmaDirections provides full-spectrum drug development expertise, from early discovery to regulatory approval, enabling biotech and pharma companies to bring new therapies to the market efficiently, strategically, and cost-effectively
- The acquisition of PharmaDirections expands Danforth's capabilities across the full drug development lifecycle, creating a comprehensive platform from discovery to commercialization

Transaction Summary

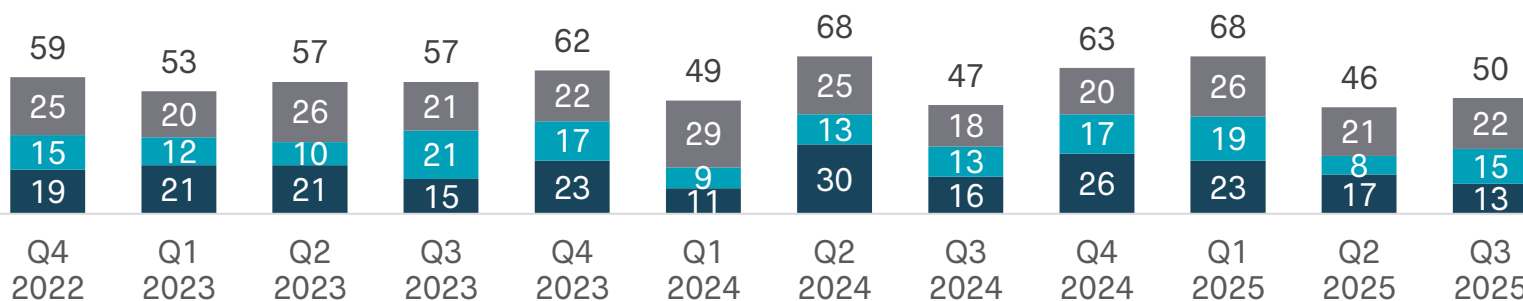
On August 25th, 2025, Danforth Advisors announced its acquisition of PharmaDirections. The acquisition expands Danforth's integrated drug development services by adding deep expertise across discovery, non-clinical and clinical development, and CMC, enhancing support for life science companies from incubation to commercialization

Transaction Information

Announced Date	August 25, 2025
Deal Type	Investment / Add-on
<i>Target Information</i>	
Year Founded	2003
Target HQ	Cary, NC
# of Employees	~30

Healthcare and Life Sciences Services Deal Volume¹

■ Merger/Acquisition ■ Buyout / Growth Investment ■ Add-on



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
9/30/2025	Return on Focus	Spectrum Science (Knox Lane)	- Return on Focus is a strategic marketing firm serving life sciences through an evidence-based positioning approach - The acquisition reinforces Spectrum's commercial strategy through robust data analytics and proprietary research capabilities
9/29/2025	SSI Strategy (Amulet)	Clinigen (Triton)	- SSI Strategy provides a fully integrated offering to address medical, clinical, regulatory, safety, and organizational challenges at all stages of drug development - The acquisition adds SSI's strategic partnership model to Clinigen's established global operational reach
9/18/2025	Converge Consulting	Dark Horse Consulting (WestView)	- Converge Consulting provides strategy, operations, and execution services to the life sciences industry - The acquisition furthers Dark Horse's capabilities in supply chain, commercial launch, and IT support services
9/10/2025	Tarplin, Downs & Young	FGS Global (KKR)	- TDY is a healthcare advocacy firm that provides policy expertise for clients navigating healthcare-related legislative and regulatory challenges - The acquisition gives FGS clients access to a full spectrum of policy and communication capabilities
9/1/2025	Farmastat	Signum Life Science	- Farmastat is an independent provider of customized analysis and reporting for pharmaceutical companies - The acquisition enables Signum to compete in the Nordic market, which is becoming increasingly dominated by regional-level purchasing
8/26/2025	Waltz Health (Google Ventures)	EVERSANA (Water Street)	- Waltz Health is a digital health company providing services supporting prescription decisions for payers, pharmacies, PBMs, and self-insured employers - The acquisition creates a tech enabled pharma services platform focused on transparent drug commercialization
8/25/2025	PharmaDirections	Danforth Advisors (Avesi)	- PharmaDirections is a pioneer of the virtual drug development model, providing strategic planning and execution support from company incubation to approval - The acquisition adds complementary development expertise to Danforth's strategic and operational services
8/19/2025	Health Data Movers	CitiusTech (Bain)	- Health Data Movers is a healthcare technology services firm, with deep expertise across core healthcare platforms such as Epic, Workday, and ServiceNow - The acquisition allows CitiusTech to embed intelligence and automation directly into core operational platforms

Source: Public filings as of 30-Sep-2025, Capital IQ, Pitchbook

M&A Activity



Date	Target	Buyer	Summary
8/5/2025	Pivot Design	Supreme Group <i>(Trinity Hunt)</i>	- Pivot Design is a creative agency that partners with healthcare innovators to infuse brands with enhanced personality and storytelling - The acquisition deepens Supreme's expertise providing creative omnichannel solutions in rare disease and pharma
8/5/2025	Slipstream IT <i>(Denali Growth)</i>	GreyLion Partners	- Slipstream IT specializes in strategic consulting, cloud services, and application support for emerging pharmaceutical and biotech clients - The investment will fuel the growth of Slipstream's cloud, R&D, commercial, and AI capabilities
7/29/2025	P-Value Group	Publicis Groupe	- P-Value Group provides medical communications services to life sciences clients - The acquisition enhances Publicis Groupe's communications offerings, expanding its capabilities in medical engagement and outcomes-focused strategy
7/24/2025	NexGen Healthcare Communications	MedComms Experts <i>(The Brydon Group)</i>	- NexGen specializes in strategic communications, medical education, patient engagement, and creative multi-channel content for pharmaceutical companies - The acquisition increases MCE's reach and expertise across commercial and patient engagement functions
7/22/2025	Greater Than One	Real Chemistry <i>(New Mountain)</i>	- Greater Than One is an advanced media and technology agency providing strategic expertise, precision media, and technology solutions to the healthcare industry - The acquisition brings stronger performance analytics and greater strategic clarity to Real Chemistry clients
7/16/2025	Triple Threat Communications	Deerfield Group <i>(Edgewater)</i>	- Triple Threat Communications offers strategic consultations, brand positioning, and audience segmentation services for healthcare clients - The acquisition augments Deerfield's marketing, communications, media, and data analytics capabilities
7/15/2025	Artia Solutions	Petauri <i>(Oak Hill)</i>	- Artia Solutions assists pharmaceutical companies as they navigate Medicaid market access and the related dynamic regulatory environment - The acquisition strengthens Petauri's capabilities in navigating complex reimbursement landscapes
7/7/2025	Klick Group <i>(GTCR)</i>	Linden Capital Partners, GIC	- Klick is an independent commercialization partner for life sciences companies, focused on developing, launching, and supporting life sciences brands - The acquisition accelerates the expansion of Klick's services across its client base

Source: Public filings as of 30-Sep-2025, Capital IQ, Pitchbook



About Clearsight

Clearsight's healthcare and life sciences practice focuses on 'Knowledge Economy' businesses serving life sciences 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

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