

Q3-2020 Emergency Medical Services Update

Market Update

Transaction activity in the emergency medical services sector was relatively light in the third quarter of 2020 and concentrated in the urgent care space. Desires to limit unnecessary patient exposure has caused interfacility ambulance transports to decrease during the pandemic, while emergency services have been mostly focused on COVID-related triage efforts. Urgent care has and will continue to undergo more consolidation, as the current dichotomy between large and small players is conducive to continued acquisitions.

Select Transactions:

Month	Acquirer	Target	States	Deal Significance
Urgent Care:				
September	CityMD	Urgent Care Now	1	CityMD, a New York City-based urgent care provider with more than 120 locations, has purchased Urgent Care Now, a New Jersey based urgent care provider with 3 facilities. The 28 Urgent Care Now providers will join CityMD, and the locations will be re-branded post-transaction.
September	Trinity Hunt Partners	MainStreet Family Urgent Care	2	MainStreet Urgent Care, a leading urgent care provider based in Birmingham, Alabama has partnered with Trinity Hunt Partners, a growth-oriented middle market private equity firm. MainStreet operates 16 clinics across Alabama, with multiple de novos launching in Georgia in the coming months.
August	Experity	Calibrater Health	N/A	Experity, a provider of clinical and practice management software to the urgent care space, has acquired Calibrater Health, a leader in feedback management solutions. The acquisition enables Experity to expand patient engagement offering with reputation management capabilities to meet the needs and demands of the urgent care industry.
July	Urgent Care Partners	Merchant Medicine	N/A	Urgent Care Partners, a provider of outsourced urgent care services to health systems, has acquired Merchant Medicine, a consulting firm that assists retail-based healthcare businesses. The acquisition supports Urgent Care Partner’s value-add to health and hospital system clients.

Provident Industry Coverage Team

Eric Major
Director
 emajor@providenthp.com
 (617) 226-4212

Ajeya Shekar
Vice President
 ashekar@providenthp.com
 (617) 226-4251

Bill Bolding
Senior Analyst
 bbolding@providenthp.com
 (310) 359-6616