

Q4-2020 Healthcare Staffing Update



Market Update

Staffing experienced growth in Q4 with life sciences and per diem leading experiencing the most growth at 21% and 10% year over year in November, respectively. Staffing firms increased spending on sourcing and candidate engagement initiatives. Additionally, nurse staffing online platforms experienced growth from COVID-19, prompting staffing firms to incorporate these online platforms.

The pandemic has created competition for nurse talent. Per Staffing Industry Analysts, approximately 77,500 nurses are caring for patients, who have COVID, daily. This increased from approximately 23,000 nurses in September, respectively. Although bill rates continue to remain high and some providers are seeing increases of approximately 30% to 40% respectively, nurses continue to experience prolonged case loads according to Staffing Industry Analysts.

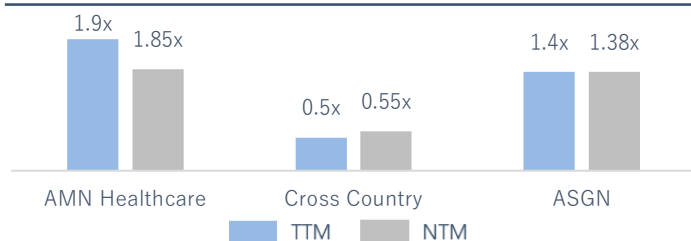
One notable Q4 transaction pertained to ShiftWizard, acquired by HealthStream. ShiftWizard provides a SaaS based solution supporting healthcare employees and Management with scheduling initiatives.

Notable Staffing Transactions in Q4 2020

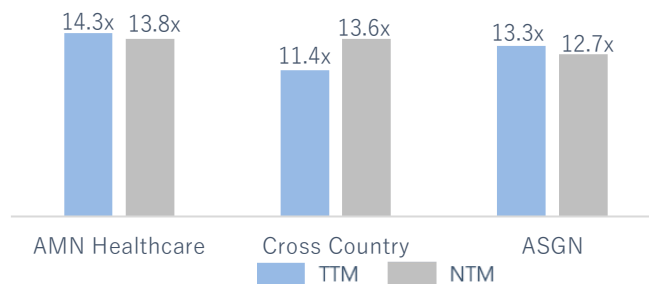


Enterprise Value to Revenue Multiples

Industry Multiples



Enterprise Value to EBITDA Multiples



Select Transactions

Source: CapIQ, as of January 19, 2021

Month	Acquirer	Target	Service Lines	Presence
October	HealthStream	ShiftWizard	Healthcare Staffing	Nationwide
October	Ardor School Solutions	America's Job Exchange	Healthcare Staffing	Nationwide
November	New State Capital Partners	Klein Hersh	Healthcare Staffing	Nationwide
November	HealthStream	Change Healthcare	Healthcare Staffing	Nationwide

Provident Industry Coverage Team

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

Rich Sciretta
Senior Associate
rsciretta@providenthp.com
(617) 226-4215