

# Revenue Cycle Management

Q2 2023

## Market Update

The RCM sector continued a steady pace of acquisitions through the second quarter of 2023 as strategic buyers completed a handful of transactions in the space. In addition to strategics, private equity investors have sought out RCM companies with a targeted end-user segment as they look to build upon platform investments established in the previous quarter.

While there were no significant private equity platforms formed in the second quarter of the year, the increase in add-on acquisitions indicates that private equity investors are focused on further developing their pre-existing platforms through vertical integration and diversifying front, mid and back-end RCM services.

## Notable Transaction

Billed Right, a revenue cycle management company headquartered in Longwood, Florida, has invested in Custom Billing Service of Ohio (CBS).

For over 20 years, CBS has established itself as a leading player in the RCM space by providing billing services to practices across a variety of specialties, including Behavioral Health, Cardiology and Chiropractic. With a 99% clean claims rate, CBS delivers best-in-class RCM solutions and will increase its geographic reach under the partnership with Billed Right.



## Select Transactions

Month	Acquirer	Target	Deal Description
June			Unislink, a portfolio company of Riverside Partners, has acquired Healthcare Support Technologies, a revenue cycle solutions provider based in Pennsylvania. In addition to strengthening Unislink's revenue cycle solution offerings, this transaction makes possible the expansion of the company's reach into new client specialties, including FQHCs, RHCs and behavioral health clinics.
June			Med-Metrix, a portfolio company of A&M Partners and provider of technology-enabled RCM solutions, has acquired Trittech Healthcare Management, a provider of complex claims solutions for health systems, hospitals and other healthcare providers. One of the largest complex claims companies in the Northeast, Trittech will continue to serve its more than 40 healthcare provider customers and further bolster Med-Metrix's service offerings.
May			Aspirion, a technology-enabled healthcare RCM provider backed by Linden Capital Partners and Varsity Healthcare Partners, has acquired FIRM Revenue Cycle Management Services, an RCM company that works with hospital systems to recover denied, unpaid and underpaid medical insurance claims. The realized synergies will strengthen Aspirion's RCM service offerings for existing clients and reinforce its efforts to continue acquiring new clients.

## Provident Industry Coverage Team

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

**Rich Sciretta**  
Vice President  
(617) 226-4215  
rsciretta@providenthp.com

**Ankit Amin**  
Associate  
(617) 226-4253  
aamin@providenthp.com

**Henry Nimey**  
Senior Analyst  
(617) 226-4296  
hnimey@providenthp.com