

## FOR IMMEDIATE RELEASE

Contact:

Brian Greenberg, Tel. 301-576-4000  
[bgreenberg@greenberg-advisors.com](mailto:bgreenberg@greenberg-advisors.com)

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### GA Releases its 12th Annual M&A Update for ARM Industry Transactions

**Rockville, MD – February 22, 2021** – Greenberg Advisors (GA), an M&A specialist in Accounts Receivable Management (ARM) industry transactions, announces the release of its year-end 2020 M&A Update ([Read it here](#)). This report includes data and analysis of trends that GA has observed in the market, based on its completion of many transactions in 2020 and its decades of experience in advising in such transactions.

Selected takeaways from the annual 2020 M&A Update for ARM:

- 62% of sellers were founders
- \$670 million in transaction value traded hands
- Many deals for \$50+ million were completed although there was less activity overall
- New buyer trends emerged
- Private equity firms with ARM experience re-entered the industry with platform acquisitions
- Updated valuation guidance

Brian Greenberg noted, “With so many challenges this past year, we’re glad that many firms have rebounded, or begun to rebound, and that some have even come out stronger by improving their operations. As we look ahead, strong valuations, pent-up demand, and readily available capital should all contribute to a very active 2021.”

GA is proud to have helped many clients achieve their M&A goals in 2020, having advised in the sales of [Arcadia Recovery Bureau](#) and [Praxis Healthcare Solutions](#) to strategic buyers and the [acquisition of Hunter Warfield’s Commercial Collection](#) division.

Contact Brian Greenberg or any member of the GA team to discuss your interests in confidence.

#### About Greenberg Advisors

Greenberg Advisors, LLC is an independent investment bank providing world-class M&A and strategic advisory solutions to Business Services and Technology companies in the Accounts Receivable Management (ARM), Revenue Cycle Management (RCM), Healthcare Information Technology (HCIT), and Business Process Outsourcing (BPO) sectors.

Focused on these sectors for nearly 25 years, the firm’s professionals offer a comprehensive, yet highly specialized perspective from which to advise clients, which has resulted in the completion of over 135 M&A, capital raising, valuation, and strategic advisory engagements. These client successes reflect Greenberg’s distinct client-first approach, deep sector expertise, objective point of view, and work ethic.

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*Statistics and market data are from GA’s proprietary M&A database. May contain estimates.*