Greenberg Advisors
M&A • STRATEGIC ADVISORY • CAPITAL

200-A Monroe Street, Suite 210
Rockville, MD 20850
Tel. 301-576-4000

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Contact:

Brian Greenberg, Tel. 301-576-4000
bgreenberg@greenberg-advisors.com

Three Things to Know about the Exceptional 2021 M&A Activity in RCM and HCIT

Rockville, MD – February 1, 2022 – Greenberg Advisors (GA), the leading boutique investment bank in Revenue Cycle Management (RCM) and Healthcare IT (HCIT), announces the release of its 2021 M&A Update, which describes investment and M&A activity in the RCM and HCIT sectors. The complimentary report can be found here.

Three things to know:

- The record-shattering activity exceeded $27 billion across 246 transactions
- 86% of the transactions involved sellers with up to $50 million in revenue
- There was increased appetite for targets with physician end-clients

As an expert in these sectors, GA adds its insight and analysis regarding these and many other developments in this 2021 edition of the M&A Update.

Among the reasons for the high level of activity, buyer interest was fueled by the abundance of and low cost of capital combined with a multitude of opportunities created by the systemic and technological evolution occurring in the healthcare industry. Sellers further contributed given their concerns of a possible capital gains tax hike and the highly attractive valuations being placed on well-run businesses.

Brian Greenberg, CEO of GA, commented, "2021 was a spectacular year for so many of our clients and for the market overall. Based on what we're hearing from investors, combined with the velocity of capital pouring into the market, we expect this pace to continue well into 2022."

2021 was a critical year, given concerns regarding Covid and how it would impact investment activity. "The market bounced back definitively, showing its resilience and proving that the underlying forces that drive investments are alive and well in RCM and HCIT," added Brian Greenberg.

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 Revenue Cycle Management (RCM), Healthcare Information Technology (HCIT), Accounts Receivable Management (ARM), and Business Process Outsourcing (BPO) sectors.

Focused on these sectors for over 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 140 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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