

## FOR IMMEDIATE RELEASE

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### **\$16.2 billion in M&A Activity in 1H 2016**

**Rockville, MD – July 15, 2016** – Greenberg Advisors, LLC (GA), the leading M&A advisory firm to the Revenue Cycle Management (RCM), Accounts Receivable Management (ARM), Business Process Outsourcing (BPO), and Specialty Finance sectors, has completed its M&A Update for the first half of 2016. Key results in RCM and ARM are summarized below:

In RCM, over \$13.8 billion in deal value traded hands. Activity included companies offering technology solutions for patient engagement, strategic services such as consulting and analytics, and back-end offerings like billing and collections. Deal volume was up by 46% over the second half of 2015, with 57 completed transactions, as strategic and financial buyers continue to invest. Firms offering SaaS-based and other IT solutions or tech-enabled services were involved in approximately 74% of all transactions.

In ARM, 18 deals were completed, representing approximately \$2.4 billion in deal value. Investor interest remains high despite regulatory head-winds. Some sellers have in fact turned their compliance infrastructure into a positive and, as such, garner considerable attention from suitors. Sectors with the greatest level of activity included Financial Services, Healthcare, Education, and Utilities.

According to Brian Greenberg, CEO of GA, “Today’s RCM deals are aggressively pursued by a variety of qualified buyers. In ARM, deals gain the most traction if they involve sellers that are performing well and that offer distinct differentiators, or in the case that a seller is underperforming, the shareholders are realistic regarding deal terms. In both cases, approaching the best buyers and avoiding the tire kickers is critical to achieving success for our clients.”

The complete M&A Update is available at [www.greenberg-advisors.com](http://www.greenberg-advisors.com). Analysis is derived from GA’s specialization and activity in these sectors, as well as its proprietary M&A database, DealTracker, through which it analyzes thousands of data points related to M&A valuation comparables and trends.

#### **About Greenberg Advisors**

Greenberg Advisors, LLC provides trusted M&A and strategic advice within the financial services and business services sectors worldwide. The firm is best known for its expertise in Revenue Cycle Management (RCM), Accounts Receivable Management (ARM), Business Process Outsourcing (BPO), and Specialty Finance. Focused on these interrelated sectors for nearly 20 years, the firm’s professionals offer a comprehensive, yet highly specialized perspective from which to advise clients, which has resulted in the completion of approximately 125 merger & acquisition (M&A), capital raising, valuation, and strategic advisory transactions. These client successes reflect its distinct client-first approach, objective point of view, deep sector expertise, and roll-up-the-sleeves work ethic. Follow the firm on Twitter [@GreenbergAdvrs](https://twitter.com/GreenbergAdvrs).