

## FOR IMMEDIATE RELEASE

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### M&A Activity Keeps Rolling Along Despite the Pandemic

**Rockville, MD – July 13, 2020** – After a brief slow-down in investment activity in March and April, the market bounced back and delivered a substantial rise in May and June. Greenberg Advisors (“GA”), the leading M&A advisor in transactions involving Revenue Cycle Management (RCM), Healthcare IT (HCIT), and Accounts Receivable Management (ARM) firms, announces the release of the first-half 2020 M&A Updates for these sectors.

The M&A Update for [RCM and HCIT](#), as well as the M&A Update for [ARM](#) both contain unique commentary surrounding company valuations and deal structures employed during this highly unusual period.

Highlights of RCM and HCIT activity:

- Nearly 70 transactions were completed representing \$6.2 billion in value.
- May alone represented nearly \$4 billion in deal value, 4x that of the prior May.
- Denials management was the most-acquired service offering.
- Analytics was the most-acquired technology solution.

Highlights of ARM activity:

- Transaction value clocked in at \$570 million despite substantially fewer deals than 1H 2019.
- Private equity was particularly active, reflecting its optimism for the industry.
- Sellers with revenue of \$40 million to \$60 million represented 22% of all deals.
- Financial Services, Healthcare, and Government were the most-acquired client segments.

With many deals paused at various times during the first half of 2020 and many companies still recovering, Greenberg Advisors expects there to be an elevated level of activity over the next twelve months. The M&A Update publications also include insights from GA’s spring survey of industry and financial professionals regarding their response to operating during the pandemic and their M&A plans.

#### 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 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 130 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. For more information visit [www.greenberg-advisors.com](http://www.greenberg-advisors.com).