



BAILEY SOUTHWELL & CO. ADVISES TELLUS ON SERIES B FINANCING ROUND

NASHVILLE, TN – (April 24, 2019) – Bailey Southwell & Co. (“Bailey Southwell”), a Nashville-based healthcare and tech-enabled services investment bank, is pleased to announce it served as exclusive financial and strategic advisor to [Tellus, LLC](#) (“Tellus”) in connection with the company’s Series B capital round.

Tellus is a leading provider of Electronic Visit Verification (“EVV”) technology solutions to the home health and long-term care markets. The company plans to use the proceeds to support its continued growth as a premier national EVV solutions provider. **Carroll Capital LLC** (“Carroll Capital”) led the Series B capital round with participation from existing and new investors. Debt capital was provided by the **Canadian Imperial Bank of Commerce** (“CIBC”).

In its role as exclusive financial and strategic advisor, BSC leveraged its deep experience in the home health and healthcare technology sectors to identify the optimal partners for Tellus at this pivotal stage in the company’s growth.

Tellus offers a comprehensive, cloud-based solution that streamlines the verification of care delivery tasks and processes claims data at the point of care. The company’s flexible platform makes integration with third-party software tools that meet Tellus’ standards seamless. Tellus’ clients include state Medicaid departments, managed care organizations, and healthcare provider agencies. The company is a founding member of the National Electronic Visit Verification Association, which serves as the industry resource for EVV, providing support and information to states, managed care organizations, and healthcare providers.

“Given the unique circumstances around our immediate business needs and our rapid growth trajectory, it was essential for our advisor to first help us identify the strategic alternatives that were in front of us. With the guidance of Bailey Southwell, we decided to move forward with a smart combination of debt and equity financing. They quickly identified the right partners who would work side-by-side with us to efficiently implement our growth plan,” commented Bradley Levine, CEO and President of Tellus. “Their guidance led us to Carroll Capital and CIBC, our partners who will enable us to deliver our EVV solution to clients across the country.”



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ABOUT BAILEY SOUTHWELL & CO

Headquartered in Nashville, Tennessee, Bailey Southwell & Co. is a partner-owned investment bank focused on **middle-market healthcare and tech-enabled services businesses**. We provide **customized M&A advisory solutions** for middle-market change of control transactions and growth capital raises from \$10-\$50mm. Since our founding in 2005, our senior bankers have closed over **200 transactions representing more than \$15B in value**. We also manage Bailey Southwell Capital Partners, **a co-investment fund supporting high-growth healthcare and technology companies** with flexible capital and strategic insights to accelerate growth. View our website for further information: www.baileysouthwell.com.

ABOUT TELLUS LLC

Tellus is a leading healthcare technology provider focused on Electronic Visit Verification (EVV) solutions. Tellus is proud to be the provider of choice among a variety of states, managed care organizations, and provider agencies. The company's comprehensive cloud-based solutions work to simplify, streamline, and quickly and easily verify care delivery tasks and process claims data right at the point of care. That means agencies, caregivers, and patients can focus their time and attention on what matters most – improved patient care with better outcomes, greater efficiency, and cost reduction. For more information on Tellus, visit www.4tellus.com.

ABOUT CARROLL CAPITAL

Carroll Capital is a growth capital fund established by Brian F. Carroll, a former Partner and Investment Committee Member of Kohlberg Kravis Roberts & Co., to build a concentrated portfolio of market-leading businesses. With over two decades of experience building world-class businesses, from the Board level as well as from within organizations, Carroll Capital works in partnership with management to accelerate growth and efficiency of companies in order to maximize long-term value.

ABOUT CIBC

CIBC is a leading North American financial institution with 10 million personal banking, business, public sector and institutional clients. Across Personal and Small Business Banking, Commercial Banking and Wealth Management, and Capital Markets businesses, CIBC offers a full range of advice, solutions and services through its leading digital banking network, and locations across Canada, in the United States and around the world. Ongoing news releases and more information about CIBC can be found at www.cibc.com/ca/media-centre.



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