



Bailey Southwell & Co. Advises Tellus in its Sale to Netsmart, a Portfolio Company of TA Associates



NASHVILLE, TN - (October 20, 2020) - [Bailey Southwell & Co.](#) (“BSC”), a Nashville-based healthcare and tech-enabled services investment bank, is proud to announce it acted as exclusive financial advisor to [Tellus](#) in connection with its recent sale to [Netsmart Technologies](#), a portfolio company of [TA Associates](#).

The unique value proposition that electronic visit verification provides to post-acute care coordination, bolstered by recent regulatory mandates, positioned Netsmart as an ideal partner for Tellus. With the acquisition of Tellus, Netsmart is poised to expand its post-acute care capabilities for existing clients and to gain access to a rapidly expanding gateway to patients in the home.

Tellus offers a leading electronic visit verification and claims processing platform to states, managed care organizations, and home health agencies that ensures regulatory compliance, improves post-acute care coordination, and reduces fraud, waste, and abuse.

“Bailey Southwell not only served as our financial advisor throughout Tellus’ sale to Netsmart, but also acted as a strategic partner for the last two years, providing guidance to shareholders and current information on market trends. We relied on Bailey Southwell’s counsel during multiple transactions and highly recommend their services to any healthcare company evaluating strategic alternatives” commented Brad Levine, CEO of Tellus.



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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. Since our founding in 2005, our senior bankers have closed over 200 transactions representing more than \$15B in value. We also manage BSC 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

Tellus is a leading provider of mobile care delivery, electronic visit verification (eVV) and claims processing technology designed for the home health and long-term care markets. Tellus is proud to be the provider of choice among a variety of states, managed care organizations, and provider agencies. Its comprehensive, cloud-based solutions work to simplify, streamline, and quickly and easily verify care delivery tasks and process claim data right at the point of care. For more information on Tellus visit www.4tellus.com.

ABOUT NETSMART TECHNOLOGIES

Netsmart designs, builds, and delivers electronic health records (EHRs), health information exchanges (HIEs), analytics, and telehealth solutions and services that are powerful, intuitive, and easy-to-use. Its platform provides accurate, up-to-date information that is easily accessible to care team members in behavioral health, care at home, senior living, and social services.

By leveraging the powerful Netsmart network, care providers can seamlessly and securely integrate information across communities, collaborate on the most effective treatments, and improve outcomes for those in their care. Its streamlined systems and personalized workflows put relevant information at the fingertips of users when and where they need it. For more information on Netsmart visit www.ntst.com.

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