



## Bailey & Company Advises Care Connectors Medical Group on its Sale to Epilog Partners



**Care Connectors leverages Bailey & Company’s deep expertise in tech-enabled preventive care services and the broader healthcare technology sector**

**NASHVILLE, TN (July 30, 2024):** [Bailey & Company](#) recently announced its role as the exclusive financial and strategic advisor to [Care Connectors Medical Group](#) (Care Connectors), a leading value-based care (VBC) platform that supports health plans and risk-bearing provider groups in driving improved outcomes. Care Connectors’ successful majority recapitalization was led by [Epilog Partners](#), a private equity platform built by investors, operators, and innovators for healthcare’s complexity, with co-investment from [Echo Health Ventures](#), [HealthQuest Capital](#), and [Blue Venture Fund](#).

“Partnering with Bailey & Company has been invaluable. Their support and profound industry expertise ensured we were always well positioned throughout the entirety of the transaction,” said Nilay Shah, Care Connectors’ co-founder & CEO. “The Bailey team’s professionalism and understanding of our core value proposition were instrumental in navigating the process smoothly. Their ability to work with our entire team allowed us to achieve our objectives with remarkable precision and care, particularly given the rapid rate of change within the value based-care marketplace.

This strategic partnership positions Care Connectors to accelerate its growth and expand its reach to additional payers and risk-bearing provider groups nationwide. By leveraging Care Connectors' proven expertise in engaging and serving the hardest-to-reach and non-compliant patients, along with the extensive healthcare experience and broad network of industry stakeholders from Epilog Partners and co-investors, Care Connectors will continue to innovate and enhance its operational platform, driving further advancements across the VBC ecosystem.

"We are honored to have served as the exclusive financial and strategic advisor to Care Connectors Medical Group in this significant transaction," said Jeff Bailey, co-founder and managing director at Bailey & Company. "Our deep expertise in tech-enabled preventive care services and the broader healthcare technology sector enabled us to effectively support Care Connectors in achieving this successful recapitalization with Epilog Partners. We are excited about the growth opportunities this partnership will bring to both groups."

### **About Care Connectors**

Care Connectors Medical Group is a leading value-based care enablement platform focused on supporting health plans and risk bearing providers in their effort to manage prospective risk adjustment, quality improvement and care coordination. The company provides a proprietary technology platform enabling the delivery of national, on-demand solutions for members and patients in their homes (in-person and virtually) or community (primary care and mobile clinics). It was founded in 2018 by Nilay Shah, Dr. Vinod Kannarkat and Andrew Lam. For more information, visit [www.myccmg.com](http://www.myccmg.com).

### **About Epilog Partners**

Epilog Partners is a private equity platform built by investors, operators and innovators for healthcare's complexity. It invests in tech-enabled payer and provider services and software and tech-enabled pharma services companies that are improving clinical, financial, and experiential outcomes. Epilog targets equity investments of \$50 to \$200 million in leveraged buyouts of profitable, high-growth companies. Its efforts are guided by a research centric, thesis driven approach that informs where to invest and how to maximize value. This approach has resulted in completed platform investments, add-on acquisitions, recapitalizations and liquidity events with an aggregate transaction value of over \$6 billion. For more information, visit [www.epilogpartners.com](http://www.epilogpartners.com).

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## ABOUT BAILEY & COMPANY

Bailey is a Nashville-based merchant banking platform focused on growth and late-stage healthcare and technology companies. Through the firm's M&A advisory and principal investing businesses, Bailey supports strong management teams that have built scalable platforms by providing strategic insights, world class advice, and access to one of the most diverse networks of industry experts. For more information see: [www.bnco.com](http://www.bnco.com).