

## Strategic Private Equity Buyers for Xact Laboratories' PGx Portfolio

Xact Laboratories' patented pharmacogenomics (PGx) technology – which integrates genetic efficacy testing into healthcare workflows (EHRs, pharmacies, PBMs, insurers) to provide real-time medication alerts – would be highly attractive to private equity firms with active healthcare and healthtech investments. Such firms could **strategically acquire** Xact's IP (or the company) to enhance existing portfolio businesses in health IT, pharmacy technology, precision medicine, and payer solutions. Below we list leading PE firms (U.S. and global) that have relevant healthcare-focused funds and investments, and explain why each is a strong strategic fit for Xact's PGx portfolio.

**Table: Potential Strategic PE Buyers and Their Healthtech Focus**

Private Equity Firm (HQ)	Healthcare Focus & Funds	Notable Healthtech Investments	Strategic Fit for Xact's PGx IP
<b>TPG Capital</b> (USA, global)	Dedicated <i>TPG Healthcare</i> fund (\$2.7B+) <a href="http://healthcare.tpg.com">healthcare.tpg.com</a> ; 20+ years in healthcare (deployed \$21B) <a href="http://healthcare.tpg.com">healthcare.tpg.com</a> Focus on providers, pharma services, health IT.	– <b>EnvisionRx</b> (PBM platform) <a href="http://healthcare.tpg.com">healthcare.tpg.com</a> – <b>Surescripts</b> (e-prescribing network) <a href="http://healthcare.tpg.com">healthcare.tpg.com</a> – <b>WellSky</b> (post-acute & pharmacy software) <a href="http://healthcare.tpg.com">healthcare.tpg.com</a>	<i>PGx Fit:</i> Xact's real-time genetic alerts can plug into TPG's pharmacy and EHR networks. For example, adding PGx decision support to <b>Surescripts'</b> provider-pharmacy network or a PBM platform like <b>EnvisionRx</b> would improve medication efficacy and outcomes.
<b>Warburg Pincus</b> (USA, global)	Healthcare practice invested \$18B+ in 189+ companies <a href="http://prnewswire.com">prnewswire.com</a> ; focus on <i>healthcare technology (HCIT)</i> , life sciences, payor/provider services <a href="http://warburgpincus.com">warburgpincus.com</a> . Global growth investor.	– <b>Modernizing Medicine</b> (specialty EHR) <a href="http://prnewswire.com">prnewswire.com</a> – <b>Global Healthcare Exchange (GHX)</b> (health supply data network) <a href="http://prnewswire.com">prnewswire.com</a> – <b>Quantum Health</b> (care coordination platform) <a href="http://leadinginvestors.mcguirewoods.com">leadinginvestors.mcguirewoods.com</a>	<i>PGx Fit:</i> Warburg's portfolio EHR and health IT companies could integrate Xact's PGx capabilities. For example, embedding genetic efficacy alerts into <b>Modernizing Medicine's</b> EHR system would enhance personalized prescribing. Warburg's payor-service companies (e.g. <b>Quantum Health</b> ) could use PGx data to guide patients to effective medications, aligning with their mission to improve outcomes.
<b>Veritas Capital</b> (USA)	Specializes in <b>technology-enabled healthcare</b> for government & commercial markets <a href="http://en.wikipedia.org">en.wikipedia.org</a> <a href="http://wikipedia.org">wikipedia.org</a> . Has built major health-IT platforms via acquisitions (Truven,	– <b>Cotiviti</b> (payer analytics & payment integrity) <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> – <b>Athenahealth</b> (EHR/practice management) <a href="http://en.wikipedia.org">en.wikipedia.org</a> – <b>Gainwell</b> (Medicaid IT from DXC HHS carve-out) <a href="http://en.wikipedia.org">en.wikipedia.org</a>	<i>PGx Fit:</i> Veritas could leverage Xact's IP in its payer and provider IT platforms. For instance, <b>Cotiviti</b> (co-owned by Veritas) uses data/analytics to improve healthcare payments; adding PGx alerts would help payers avoid covering ineffective

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	Verscend, Cotiviti, athenahealth).		drugs <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> . In government health systems (Veritas' Gainwell Medicaid platform), integrating PGx decision support aligns with CMS's interest in precision medicine, enhancing care quality and reducing costs.
Francisco Partners (USA)	Tech-focused PE with many <b>digital health</b> deals. Known for healthcare IT carve-outs and growth investments <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> .	<p>– <b>Availity</b> (payer-provider data exchange) <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> – <b>QGenda</b> (health workforce software) <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> – <b>Merative</b> (IBM Watson Health data/analytics carve-out) <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> – <b>AdvancedMD</b> (ambulatory EHR/PM platform) <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a></p>	<p><i>PGx Fit:</i> FP's healthtech portfolio could embed Xact's PGx functionality to add value. For example, <b>AdvancedMD</b> (recently acquired cloud EHR) <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> can offer built-in PGx alerts to its 40,000+ physicians, improving prescribing decisions. Similarly, FP's payer-facing platforms (<b>Availity</b>, <b>Merative</b>) could integrate genetic test data to inform real-time care or formulary decisions, which aligns with FP's strategy of nurturing innovative healthcare software <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a>.</p>
Thoma Bravo (USA)	Large software-focused PE now expanding in health IT. Executes big buyouts in health software.	<p>– <b>NextGen Healthcare</b> (Ambulatory EHR vendor, \$1.6B buyout in 2023) <a href="https://beckersphysicianleadership.com">beckersphysicianleadership.com</a> – <b>Imprivata</b> (health IT security, past portfolio) – <b>Ellipse (BlueSight)</b> (drug analytics software) <a href="https://pitchbook.com">pitchbook.com</a></p>	<p><i>PGx Fit:</i> Thoma Bravo's acquisition of <b>NextGen</b> EHR shows its commitment to healthtech <a href="https://beckersphysicianleadership.com">beckersphysicianleadership.com</a>. Xact's PGx alerting would be a natural add-on to NextGen's clinical workflow – enhancing the EHR with genetic-based medication decision support. This would differentiate NextGen in offering precision medicine features. Thoma Bravo's focus on enterprise software means they can scale Xact's technology across their healthcare software holdings.</p>
Bain Capital (USA, global) & Hellman &	Both have dedicated healthtech teams; jointly invested in large healthcare IT platforms. Bain has <i>Life</i>	<p>– <b>Athenahealth</b> (leading cloud EHR, acquired for \$17B in 2022) <a href="https://www.fiercehealthcare.com">fiercerhealthcare.com</a> – <b>LeanTaaS</b> (AI for hospital operations, Bain growth</p>	<p><i>PGx Fit:</i> Athenahealth, now owned by Bain and H&amp;F, is a prime integration target. Adding Xact's PGx IP to <b>Athenahealth's</b> EHR could enable real-time pharmacogenomic alerts for 140,000</p>

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Friedman (USA)	Sciences and tech funds; H&F has deep software expertise.	investment) – <b>Multiplan</b> and <b>Parexel</b> (H&F investments in health services)	providers <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> , strengthening Athena's clinical decision support. Bain/H&F's strategy is to innovate and grow their health IT companies <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> – a PGx capability aligns perfectly by improving patient outcomes and differentiating their platform with precision medicine tools.
The Carlyle Group (US A, global)	Global PE with a <i>dedicated healthcare team</i> . Focus on health IT, payor services, and tech-enabled care.	– <b>Acentra Health</b> (CNSI + Kepro merged – government health IT and care management) <a href="http://carlyle.com">carlyle.com</a> <a href="http://carlyle.com">carlyle.com</a> – <b>One Medical</b> (primary care tech-enabled provider, Carlyle pre-IPO stake) – <b>TriZetto</b> (payer software, past portfolio)	<i>PGx Fit:</i> Carlyle's health IT platforms serving payors and government programs would benefit from Xact's PGx integration. For example, <b>Acentra Health</b> (Carlyle-backed merger of CNSI & Kepro) provides claims processing and care management for state agencies <a href="http://carlyle.com">carlyle.com</a> . Embedding PGx alerts into these systems would help payors “improve health outcomes and lower costs through technology and data analytics” <a href="http://carlyle.com">carlyle.com</a> . This aligns with Carlyle's strategy of using tech enablement to drive better care for priority populations <a href="http://carlyle.com">carlyle.com</a> .
KKR & Co. (USA, global)	Mega-fund with <i>healthcare strategic growth</i> focus. Invests in health analytics, provider networks, and consumer health platforms.	– <b>Cotiviti</b> (health payment analytics, co-owned with Veritas; KKR bought 50% at ~\$11B val.) <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> – <b>Therapy Brands</b> (behavioral health EHR/RCM software, \$1.2B acquisition) – <b>WebMD</b> (health information platform, via Internet Brands)	<i>PGx Fit:</i> KKR's healthcare investments emphasize data-driven decision-making and connectivity. Xact's PGx IP could amplify these. For instance, <b>Cotiviti's</b> mission is to improve healthcare via data and technology <a href="http://fiercehealthcare.com">fiercehealthcare.com</a> – adding PGx analysis would help insurers ensure the right drug is given to the right patient (reducing waste from ineffective meds). KKR's provider software (Therapy Brands) or consumer health platforms (WebMD) could also deploy genetic-based medication guidance for patients, aligning with KKR's push into innovative healthtech

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<p><b>GTCR</b> (USA)</p>	<p>Long-time healthcare investor known for “<b>buy-and-build</b>” strategies in health IT, pharmacy, and diagnostics.</p>	<p>– <b>Transaction Data Systems</b> (pharmacy software platform, via Rx30/Computer-Rx merger) – <b>XIFIN</b> (cloud software for diagnostic labs) <a href="http://bioworld.com">bioworld.com</a> – <b>Cedar Gate Technologies</b> (value-based care analytics platform)</p>	<p><a href="http://solutions.fiercehealthcare.com">solutions.fiercehealthcare.com</a> <a href="http://fiercehealthcare.com">fiercehealthcare.com</a>.</p> <p><i>PGx Fit:</i> GTCR could acquire Xact's IP to bolt onto a relevant platform. They have history in <b>pharmacy tech</b> (Rx30/TDS) and lab information systems. By integrating PGx real-time alerts into pharmacy management software, GTCR's platform can prevent pharmacogenetic contraindications at the point of fill. Likewise, adding Xact's capabilities to a lab/diagnostics software like <b>XIFIN</b> would let labs deliver actionable PGx results directly into EHR or pharmacy workflows – precisely the value Xact's patents provide. GTCR's focus on building market leaders suggests they'd use the PGx IP to enhance a portfolio company's competitive edge in personalized medicine.</p>

**Additional strong candidates: Welsh, Carson, Anderson & Stowe (WCAS)** – a healthcare-focused PE with numerous provider and HCIT platforms (e.g. value-based care tech via Valtruis) – could integrate PGx to improve clinical quality in its portfolio. **New Mountain Capital**, known for healthcare data analytics and cost-management investments (like Equian and Ciox Health/Datavant), might leverage Xact's genomics data to bolster payer analytics offerings. Globally, European firms such as **EQT** (with investments in lab diagnostics and pharma services [bloomberg.com](http://bloomberg.com)) and specialist funds like **GHO Capital** (healthcare-only PE in Europe) could view Xact's IP as a plug-in to their healthtech or lab companies to push into precision medicine. In Asia, **Quadria Capital** (a healthcare PE fund in Singapore/India) focuses on healthcare delivery and could use PGx capabilities to modernize pharmacy and hospital IT in emerging markets, though these markets are still maturing in genomics integration.

### Why These Firms Are Strategic Fits

Each of the above private equity firms has **active investments in healthcare technology or services** where pharmacogenomic integration would be a logical next step:

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- **Enhancing Portfolio Value:** Firms like TPG, Warburg Pincus, and Bain/H&F seek to *add value to their portfolio companies* through innovation. Xact's PGx alerts can differentiate an EHR, pharmacy system, or insurer platform by offering personalized medicine features. For example, Bain and H&F explicitly noted their plan to **"continue to innovate and grow"** Athenahealth by leveraging their software and healthcare experience [fiercehealthcare.com](https://www.fiercehealthcare.com) – adding PGx decision support is exactly such an innovation that improves care quality and could attract more clients to Athenahealth.
- **Synergy with Health IT Platforms:** Many of these PEs own **EHR or pharmacy technology companies**. Thoma Bravo (NextGen), Warburg (ModMed), and Vista (Greenway Health) are EHR investors; GTCR and TPG have pharmacy/PBM tech investments. By embedding Xact's patented PGx engine into an EHR or pharmacy workflow, the PE firm can **capitalize on Xact's IP across an existing customer base**. This creates immediate synergy – e.g. Thoma Bravo can make NextGen the only ambulatory EHR with built-in pharmacogenomics alerts, increasing its competitive edge in the market for prescriber tools.
- **Improving Outcomes & Cost Savings:** A common investment thesis in healthcare PE is to back solutions that lower costs or improve patient outcomes. Veritas Capital's CEO noted that companies like Cotiviti will *"improve the healthcare system through proprietary data, technology, and analytics"* [fiercehealthcare.com](https://www.fiercehealthcare.com). Xact's PGx technology directly aligns with this goal: by warning providers and payers when a drug may be ineffective or harmful for a patient's genotype, it helps avoid trial-and-error prescribing, adverse reactions, and wasted spending. Firms like Veritas or New Mountain (with analytics and payment integrity platforms) can use the PGx IP to **enhance their analytics products**, offering health plans and CMS new tools to ensure the right drug is used (and paid for) the first time.
- **Portfolio Integration Potential:** These firms are **not interested in passive IP monetization** – they would seek to integrate Xact's technology into businesses they own. Carlyle's combination of CNSI and Kepro (now Acentra Health) is a great example: Carlyle merged a tech firm with a clinical services firm to create a more comprehensive solution, aiming to *"drive improvements in health outcomes through technology enablement, data analytics, and clinical expertise"* [carlyle.com](https://www.carlyle.com). Xact's PGx platform could similarly become a value-added module within such an integrated care-management solution, alerting case managers and physicians to gene-drug issues in real time. This enriches the service offering, aligning with

Carlyle's strategy to "better serve priority populations" with tech-enabled healthcare [carlyle.com](http://carlyle.com).

- **Healthtech-Focused Funds Ready to Invest:** Several of these PEs have **recently raised healthcare or technology funds** earmarked for acquisitions. TPG's \$2.7 billion Healthcare Partners fund is "*one of the largest pools of capital committed to healthcare investments*" [healthcare.tpg.com](http://healthcare.tpg.com), and they emphasize supporting companies that "*enable better patient outcomes*" [healthcare.tpg.com](http://healthcare.tpg.com). Similarly, KKR's investment in Cotiviti came from its North America Fund XIII and Veritas's from Fund VIII [fiercehealthcare.com](http://fiercehealthcare.com) – showing both have dry powder devoted to healthtech. This means the **appetite and capital are there** for bolt-on acquisitions like Xact's IP, especially if it accelerates product development in a portfolio company.
- **Recognition of Personalized Medicine Trend:** Lastly, these global investors are aware of secular trends in healthcare, notably the shift towards personalized medicine and integrated data. By acquiring a PGx IP portfolio, a PE firm not only gets defensive patents but also a springboard into the precision medicine space. Warburg Pincus's recent activities (hiring life sciences advisors, launching a life sciences platform [prnewswire.com](http://prnewswire.com)) indicate a push into this arena. Owning Xact's PGx technology would allow Warburg (or EQT, GHO, etc., in Europe) to *infuse genomics into otherwise traditional health IT businesses*, thereby staying ahead of competitors in delivering cutting-edge healthcare solutions.

In summary, Xact Laboratories' PGx intellectual property aligns well with the **strategic objectives of leading healthcare investors**. Firms like those above have the existing platforms (EHRs, pharmacy systems, PBMs, lab networks) where integrating pharmacogenomic alerts would create immediate value. They also have *dedicated healthcare funds and expertise* to execute such an acquisition and scale it. Given Xact's pre-revenue status but strong patents and a pipeline including HHS/CMS interest, these PE buyers could either **acquire the IP outright** or **buy the company** and plug its technology into portfolio companies – accelerating the adoption of personalized, genetics-driven decision support across the healthcare ecosystem.

Each listed firm has a track record of investing in the intersection of health and technology, making them logical acquirers who could **maximize Xact's IP potential** rather than simply monetizing the patents. By doing so, they would advance precision medicine in their holdings – offering real-time PGx alerts to doctors, pharmacists, and insurers – and in turn

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drive better medication selection, improved patient outcomes, and cost savings in healthcare, which is the ultimate promise of Xact's innovation.

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Citations



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