

**BioIQ raising growth round, could tap markets again for acquisition capital - CEO**  
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**by Claire Rychlewski in Chicago**

**BioIQ**, an Atlanta-based population health technology company, is in conversations to raise capital to finance sales, marketing and commercialization efforts, founder and CEO Justin Bellante said.

This raise will likely be smaller than its USD 26.5m raise in 2018, part of which was used to finance the integration and commercialization of its Health Lumen acquisition, Bellante said. Terms of that deal were not disclosed.

A combination of existing investors, which include **HealthQuest Capital** and **Arboretum Ventures**, as well as new investors, are likely to participate in this upcoming round, the CEO said.

Beyond this nearer-term capital raise, BioIQ may take in additional capital to finance M&A later this year or early next year, Bellante said. It will seek technology companies with analytics capabilities that also incorporate artificial intelligence and machine learning, he added. Other attractive targets include technology companies with platforms that facilitate interoperability, Bellante said.

“There are probably some things we could do on the smaller side organically, as opposed to having to go out to the market,” the CEO said. “For some things we look at that are a little larger, we’d need to finance those externally.”

To fund buys, BioIQ would likely tap growth equity investors similar to HealthQuest and Arboretum, Bellante said. The company would likely look at targets the size of BioIQ or smaller, he added, declining to disclose financials. BioIQ worked with **Stifel** as financial advisor on its 2018 round, Bellante said.

Bellante told this news service last year that BioIQ was in late-stage talks with several potential acquisition targets. At the time, BioIQ was raising funds to help close the Health Lumen deal. For this report, Bellante said those conversations are ongoing, but the company’s recent partnership with Walmart and other pending strategic partnerships have changed the “timing and implications of those acquisitions.”

“We look at the broad applicability of those acquisitions to our broader ecosystem,” the CEO explained. “As that [ecosystem] continues to increase, then we have to double-check and ensure acquisitions will work across our book-of-business.”

BioIQ announced a partnership with Walmart and Sam’s Club in August 2018 to expand BioIQ’s immunization offering for employers across the US. The effort is reflective of BioIQ’s bid to expand its services into alternative models of healthcare delivery, such as retail, home care and pharmacy settings, Bellante said.

Founded in 2005, BioIQ serves employers, government entities and roughly three-dozen health plans by automating population health management. BioIQ facilitates exchange of healthcare data, helps consumers manage their healthcare, and identifies potential gaps in care for its customers.

BioIQ is “never very far” from profitability, Bellante said. “But we’re also getting good returns out of the money that we’ve raised from a growth perspective.”

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With its need for an abundance of capital, BioIQ has seen an uptick in investor and suitor interest from sponsors and strategics over the last year, Bellante said. But he maintained that an exit “certainly isn’t the focus” right now.

BioIQ uses accounting firm **Grant Thornton** and law firm **Cooley**.

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