



FOR IMMEDIATE RELEASE

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## ZIEGLER LINK•AGE FUND II, L.P. ANNOUNCES INITIAL FUND INVESTMENTS

**CHICAGO, IL – September 20** –The **Ziegler Link•Age Fund II, L.P.** (the “Fund”) is pleased to announce its first three strategic investments. The Fund has invested in Chronic Care Management, Socially Determined and AllyAlign Health Inc. (AllyAlign).

The Fund, a growth-oriented innovation fund, is focused on technology, tech-enabled services and emerging care delivery models in the post-acute and aging markets. The Limited Partner investors include not-for-profit and for-profit senior living providers, health systems and other strategic healthcare investors and organizations. The goal for our Limited Partners is not only to provide a financial return, but to also provide a lens into new care delivery models, innovative digital health and technology solutions and other related stories connecting and enhancing the continuum of care of the aging population.

John Hopper, Chief Investment Officer, stated, “We are incredibly excited to be working with all three of these high-growth companies. We believe they not only represent great investment opportunities, but they also are companies that can make a positive impact to our healthcare system and the lives of our aging population.”

Neil Borg, Chief Strategy Officer, echoed the importance of the Fund’s strategic nature stating, “the Fund brings the unique perspective of two organizations (Ziegler and Link•Age) with extensive experience across the aging and healthcare landscape with the ability to tap into a network of strategic investors who can serve as a sounding board and potential customer base for our portfolio companies’ solutions and services.”

Initial investments include:

**Chronic Care Management:** Solution-oriented technology and services provider whose primary focus is “in-between visit” care management for people with multiple chronic conditions. Dr. William Mills CEO believes “Working with strategic investors such as the Ziegler Link•Age Funds and others will enhance our ability to grow a great business and to provide the care management services that this population needs.”

**Socially Determined:** Committed to the belief that the Social Determinants of Health can be measured, and that a new science must be created in order to glean insight from the data and translate that insight into actionable interventions to improve outcomes. Trenor Williams, the Founder and CEO of Socially Determined added, “At our core, we are proven entrepreneurs, executive leaders, physicians, and outside industry experts who are mining the uncharted grounds of the Social Determinants of Health for specific levers that measurably improve individual patient and population health. Working with the investors and leadership of the Ziegler Link•Age Fund II is a natural for us and we look forward to building our company together.”

**AllyAlign:** Transforms the quality of care delivered to geriatric special needs populations by enabling long term care providers to embrace and thrive under value-based care. According to Will Saunders, CEO of AllyAlign, “The AllyAlign mission is to transform the quality of care delivered to geriatric special needs populations by enabling senior living providers to embrace and thrive under value-based care. As the Ziegler Link•Age Funds are comprised of limited partners committed to furthering innovation in the provision of senior living, we are proud to partner with Ziegler Link•Age going forward.”

Dan Hermann, CEO of Ziegler added, “The Fund represents the continued commitment and leadership of Ziegler and Link•Age in the healthcare, post-acute and aging markets. Companies like CCM, Socially Determined and AllyAlign have strong relevance to leaders across the healthcare continuum including health systems, managed care entities, physician practices, senior living organizations, home care/hospice agencies and other parties serving the aging population. We could not be more excited to be supporting them in their growth and leadership.”

Financial details of the investments were not disclosed.

## **ABOUT THE PORTFOLIO COMPANIES:**

### **Chronic Care Management**

Chronic Care Management, Inc. (CCM) is a solution-oriented technology and services care management provider. The company's primary focus is "in-between visit" care management for people with multiple chronic conditions. Headed by William Mills, M.D., a physician with extensive national care management leadership and primary care and geriatrics practice, the company develops and deploys software and clinically integrated care management programs that promote goal-directed, quality collaborative care planning. The solutions bring together healthcare providers, systems, and stakeholders around a central, person-centered care plan that drive positive clinical outcomes for patients and positive financial outcomes for healthcare organizations and payers, including Medicare. Providing fee-for-service healthcare providers a concrete path from volume to value, Chronic Care Management, also empowers organizations who are participating in alternative payment models with a formal platform to foster care coordination, quality measure success attainment, advance care planning, care transitions, medication reconciliation and a number of other success-driving areas. For more information about CCM, please visit [www.chroniccaremanagement.com/](http://www.chroniccaremanagement.com/)

### **Socially Determined**

At Socially Determined, the company is committed to the belief that the Social Determinants of Health (SDOH) can be measured and that a new science must be created in order to glean insight from the data and translate that insight into actionable interventions which impact outcomes. Socially Determined is creating that science by partnering with data scientists, mathematicians, statisticians, and healthcare practitioners. They envision a future where SDOH risks are identified and quantified, potential interventions are scored and prioritized, and there exists an analytics-curated marketplace for community interventions. Socially Determined is doing this by fusing clinical and claims data with outside contextual data to build holistic models of people, the communities they live in, and their interactions with the healthcare system. Through that process, they are creating a SDOH risk score, a FICO score for healthcare, which will help health systems and health plans more comprehensively understand their patients and how to support them. The Socially Determined analytics go well beyond gathering data about people, and seeks to understand the most important questions in healthcare: Why do some adhere to clinical instructions and others don't? What barriers (healthy food, transportation, access to facilities) do people in the community face? What unique conditions exist in neighborhoods that are driving healthcare outcomes? For more information on Socially Determined, please visit [www.sociallydetermined.com/](http://www.sociallydetermined.com/)

### **AllyAlign**

AllyAlign (AAH) transforms the quality of care delivered to geriatric special needs populations by enabling long term care providers to embrace and thrive under value-based care. AAH's proven, turnkey model enables skilled nursing and assisted living facility operators to offset decreasing reimbursement and cost pressures by effectively accepting and managing full risk on the fragile, often dual-eligible, patient populations within their facilities. AAH provides the organizational infrastructure, expertise, clinical protocols and proprietary technology essential to the successful formation and ongoing profitable management of a provider-sponsored managed care plan. To establish a new health plan, AAH serves either as an outsourced service provider to, or forms a joint venture with, long-term care providers and secures an HMO license for a new Special Needs Plan, which is a specific type of Medicare Advantage health plan. AAH's proven technology platform streamlines and coordinates every aspect of care to remove the administrative burdens associated with managed care delivery. Through enhanced care coordination efforts, AAH ensures that patients

don't fall through the cracks during transitions or become victims of multiple, disjointed care efforts. For more information on AAH, please visit [www.allyalign.com/](http://www.allyalign.com/)

## **ABOUT THE ZIEGLER LINK•AGE FUND II, LP:**

The Ziegler Link•Age Fund II, LP is a limited partnership that seeks to invest in companies who are improving aging and post-acute services in the United States and around the world. The Fund, with \$37,000,000 of assets, seeks to invest in growth companies who are able to dramatically improve the healthcare IT or healthcare services landscape for our aging population. The Fund's Limited Partners include many the most innovative and progressive senior living providers, healthcare systems and strategic service providers in the United States, Canada and Australia. The Fund is a sister fund of the Ziegler Link•Age Longevity Fund, LP, which was formed in 2014. The General Partner of the Fund is a joint venture between Ziegler and Link•Age.

## **ABOUT THE FUND SPONSORS:**

### **Ziegler**

Ziegler is a privately held investment bank, capital markets and proprietary investments firm. Specializing in the healthcare, senior living and education sectors, as well as general municipal and structured finance, enables Ziegler to generate a positive impact on the clients and communities it serves. Headquartered in Chicago with regional and branch offices throughout the United States, Ziegler provides its clients with capital raising, strategic advisory services, equity and fixed income sales & trading and research.

Ziegler's Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across them healthcare industry. In our core practice areas of healthcare services, information technology, hospitals and senior living, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization/restructuring, equity private placement and strategic partnering services. To learn more, visit [www.ziegler.com](http://www.ziegler.com).

### **Link•Age Ventures**

Link•Age Ventures is an investment firm interested in investing in financially viable companies that provide products, services or technology to the aging marketplace. Link•Age Ventures is a "hybrid" firm in that it will invest in traditional venture capital opportunities and more established companies that fit its investment criteria. Link•Age Ventures looks to invest in companies that understand and can leverage the Link•Age network of 800 senior living communities and over 300,000 residents to grow their organizations. For more information on Link•Age Ventures, please visit [www.LinkageConnect.com](http://www.LinkageConnect.com).

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