

UpStream Completes \$45 Million Funding Round Led by Dragoneer to Revolutionize Care for Older Adults



With the move towards value-based care already underway, the changes in health care driven by the COVID-19 pandemic further emphasized the need for providers to adopt value-based care models, especially for older adults living with chronic conditions. However, independent physicians often struggle to surmount the steep financial risks associated with these models. As a result, demand is increasing for risk-bearing entities to assist physicians with capital, advanced analytics, and management infrastructure.

UpStream Care's unique model offers support to practices of any size looking to participate in value-based care models. Participating providers receive Guaranteed Advanced Payments for Quality or GAP-Q™ from UpStream based on their quality performance, reducing

uncertainty for physicians in an otherwise unpredictable environment. The company's platform brings together medical professionals such as doctors, nurses, dieticians, case managers, pharmacists, mobile paramedics, and other support staff to bring care to frail, medically complex patients in their own homes. In this way, UpStream takes on the management and risk responsibility for physicians, so they can focus solely on their patients' care.

Crosstree's expertise in healthcare IT helped the firm advise UpStream in identifying Dragoneer as the ideal financial partner to accelerate its growth. The resulting additional funding will enable UpStream to capture burgeoning market demand more quickly and better serve independent physicians and ACOs.

Crosstree helps clients identify optimal partners to accelerate growth & enhance value for all stakeholders.

ABOUT UPSTREAM

UpStream

UpStream Care is a nationally expanding risk bearing organization capable of dramatically improving outcomes for older adults living with chronic conditions. UpStream embeds clinical teams to support primary care physicians and networks with what they need to achieve high quality care and outcomes. With currently over 270 physicians contracted and over 100,000 seniors supported, UpStream is transforming from a regional to a national market leader in value-based care.

ABOUT DRAGONEER



Dragoneer is a growth-oriented investment firm with over \$21 billion in long-duration capital. Dragoneer has a history of partnering with management teams growing exceptional companies characterized by sustainable differentiation and superior economic models. The firm's track record includes public and private investments across industries and geographies, with a particular focus on technology-enabled businesses.

CROSSTREE'S EXPERTS ARE SPECIALISTS IN THE NUANCES OF HEALTH SCIENCE AND PROVIDE:

- Deep analytics of capabilities and gaps
- Systemized tactical strategies and a road map to success
- Engaged experts in market analysis, financials, and premium valuations
- Targeted and qualified prospects
- Up-to-date industry trend analysis and forecasting

All while prioritizing corporate core values.

MEETING THE NEEDS OF BOTH THE BUYER AND THE SELLER — BY THE NUMBERS AND BEYOND — IS CROSSTREE'S SPECIALTY.

Crosstree's **proven track record** of superior outcomes is the result of balanced, hands-on guidance from start to close. Partner with the leading health science experts today.



EZEKIEL NAVAR
Managing Director

zeke.navar@crosstreecapital.com
813-565-9267