

NCN leads Trilliant funding round

Martin Ventures, others co-invest in growth strategies firm

AUTHORS [Geert De Lombaerde](#)

Health care analytics company Trilliant Health has snagged a round of growth financing led by Nashville Capital Network, a move that comes six months after the company was born from the merger of Aegis Health and Clariture Health.

Executives with Nashville-based Trilliant — which works on customer retention and growth strategies with more than 500 hospitals, health systems and surgery centers — aren't disclosing the amount of funding they've secured. Existing investor Martin Ventures also has chipped in as have Jon Phillips of First Trust Capital Partners and several of the company's leaders.

"We believe Trilliant offers a unique set of solutions to help hospitals grow profitable revenue," said Chase Perry, Managing Partner for NCN. "Between data analytics, direct-to-consumer marketing and physician and patient optimization, Trilliant is able to provide tailored growth solutions in a rapidly evolving healthcare environment. Many of our investor partners are already customers of Trilliant and plan to expand those relationships."

Beyond Aegis and Clariture, Trilliant also is home to Expression Health Analytics — **acquired last fall** — and newly launched customer relationship management platform Health IDology. Some of the new funding will go toward accelerating the development of the latter, which Trilliant is co-developing with select health system partners. Health IDology aims to let health systems communicate with consumers in personalized ways and through various channels.

"This additional capital positions Trilliant to become the leading vendor of revenue growth solutions that equip health systems and healthcare providers to compete in today's volatile marketplace," says Hal Andrews, CEO of Trilliant (pictured). "This investment allows us to accelerate our product development to deliver additional value to our existing customers and expand our customer roster."