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Accordion Acquires Pinnacle Healthcare Advisors, Strengthening the Firm's RCM Capabilities to Improve Performance across Health Systems amid Margin Pressure

Acquisition propels the expansion of Accordion's Revenue Cycle Management Center of Excellence, marking another strategic investment in the firm's market-leading RCM capabilities

New York, NY, December 19, 2025 – [Accordion](#), an AI- and data-powered financial consulting firm focused on private equity, today announced the acquisition of Pinnacle Healthcare Advisors. The transaction meaningfully expands Accordion's already-robust Revenue Cycle Management (RCM) platform, an area of sustained growth for the firm over several years, and accelerated more recently under the leadership of Managing Directors Arthur Yount and Lane Jackson, who co-lead Accordion's RCM Center of Excellence. Together with Pinnacle, Accordion deepens its ability to deliver the level of RCM performance improvement increasingly required across today's margin-pressured healthcare landscape.

Pinnacle, a leading RCM consultancy serving health systems, acute-care organizations, and healthcare services companies, brings deep expertise in increasing cash collections, reducing accounts receivable, optimizing EHR environments, and fortifying long-term revenue operations. Together with Accordion's established RCM team and technical capabilities, the combination creates one of the sector's most comprehensive platforms for addressing the financial and operational challenges facing providers today.

Across the provider landscape, revenue cycle effectiveness has become a defining driver of financial resilience, particularly as organizations navigate persistent labor shortages, payer complexities, reimbursement delays, and rising denial rates. These pressures have elevated RCM from a back-office function to a strategic imperative for operators and investors alike, an evolution that continues to shape Accordion's investment in the capability.



“Healthcare enterprises are facing some of the most challenging financial conditions in decades,” said **Nick Leopard, Founder & CEO, Accordion**. “Revenue cycle efficiency has become the industry’s ultimate value lever. Pinnacle fundamentally advances our RCM capabilities and cements Accordion as the partner best equipped to deliver the level of operational and financial transformation this environment demands.”

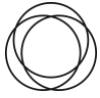
Over the past year, Accordion has further expanded its RCM platform, building on years of foundational investment. This includes the hiring of Yount and Jackson, two of the sector’s most experienced RCM transformation leaders, and the development of a multi-disciplinary Center of Excellence specializing in RCM redesign, EHR optimization, data strategy, and financial performance improvement.

“Revenue cycle performance is one of the most powerful, yet unpredictable, drivers of financial outcomes for healthcare investors,” said **Junaid Samnani, President, Finance & Technology Solutions, Accordion**. “We’ve seen tremendous momentum under Arthur and Lane’s leadership. This acquisition continues that strategy: enhancing our capabilities, deepening our technical expertise, and scaling a team already delivering measurable improvement for health systems and healthcare services organizations. This is a natural next step that strengthens our ability to provide CFOs with greater predictability, accelerated cash, and a clearer path to margin expansion.”

Pinnacle’s practitioners bring a proven track record of substantial accounts receivable reductions, significant cash acceleration, and measurable improvements across the full RCM lifecycle. The firm’s deep Epic and Meditech expertise, including Epic-certified talent, further enhances Accordion’s ability to optimize clients’ EHR environments and unlock value from existing technology investments.

“Our work has always focused on enabling healthcare organizations to achieve the financial performance strong revenue cycle operations make possible,” said **Andrew Jacobsen, Former Principal at Pinnacle, now Managing Director, Accordion**.

“Joining Accordion gives us a broader platform to advance the work we’re known for: driving measurable, lasting improvements in revenue cycle performance. With expanded analytical, technical, and operational capabilities behind us, we can deliver greater impact, at greater scale, across the healthcare ecosystem,” added **Todd Hakala, also a former Principal at Pinnacle, now Managing Director, Accordion**.



Approximately 20 Pinnacle professionals have joined Accordion as part of the transaction, expanding the firm’s ability to execute RCM engagements at scale, respond to increasing client demand, and support healthcare platforms across the full investment lifecycle.

“The result is an even stronger RCM Center of Excellence built for decisive, enterprise-level improvement,” added **Samnani**. “Together with Pinnacle, we bring a level of RCM capability and scale that meaningfully elevates what healthcare investors and operators can expect from a performance partner.”

About Accordion

Accordion sits at the heart of private equity—where sponsors and CFOs meet. Through financial consulting rooted in data, technology, and AI, Accordion helps clients drive value across the investment lifecycle, including foundational accounting, FP&A enhancement, CFO performance, transaction support, and turnaround and restructuring. Accordion is headquartered in New York with ten offices worldwide.