

Early Phase Specialist IntegReview Joins Advarra's IRB Platform



Due to the backlog of study starts delayed by COVID-19, demand for small and early phase, clinical trial solutions is steadily growing. Accelerated timelines and nimble, white-glove requirements of early-phase trials present significant challenges for most providers.

Specialized solutions providers such as IntegReview — which exhibit agility, responsiveness, and a high-touch approach — complement technology-enabled IRB platforms and enhance early-phase

capabilities. However, inherent cultural differences between small and large trial-focused providers have the potential to undermine successful integration, negatively impacting outcomes.

Crosstree's nuanced expertise enables specialty providers to accurately quantify and market their value to sophisticated acquirers and helps assess the cultural compatibility needed to ensure lasting value — not only for the seller and the buyer, but for clients and employees as well.

Our goal is to match specialized companies with those of complementary culture, synergies, and strategy.

THE SELLER:



IntegReview IRB is an institutional review board that provides ethical review to approve and conduct periodic review of biomedical, medical device, social, educational, and behavioral research involving human subjects.

Since 1999, family-owned IntegReview has built a strong reputation for agility, integrity, and responsive customer service in early phase clinical trial reviews.

The challenge: Finding the right cultural fit within a large IRB platform was paramount to IntegReview's ownership and integral to a successful transaction.

THE BUYER:



Advarra is the premier provider of IRB, institutional biosafety committee (IBC), quality and compliance consulting services, and research technology solutions. As a market leader in early phase clinical research, IntegReview enables Advarra to continue its expansion of comprehensive review solutions capabilities in North America. Advarra's extensive regulatory depth, integrated IRB model, client focus, and deep collaboration with the site community align perfectly with IntegReview's mission-driven culture. Following a smooth 6-month integration, IntegReview will become a center of excellence for the newly enhanced Advarra platform.

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.



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