

# Clinical Trials of TX Recapitalized by NMS Capital to Form New Flourish Research Clinical Trial Site Platform



The highly fragmented and fast-growing clinical research site industry represents a ~\$21B global market; nearly 400,000 studies are conducted annually. With COVID-19 further highlighting the importance of clinical research and trials, the market demands more efficient patient recruitment across a broad range of therapeutic areas and patient populations. This need is driving rapid consolidation in the industry.

Clinical Trials of Texas (CTT) operates a 20,000+ sqft clinical trial “super site” in San Antonio, TX. The company has performed over 1,000 trials across more than 15 therapeutic areas and over 50 indications. Since its founding in 2001, CTT’s focus on patient

experience has made them one of the county’s leading research sites, and the ideal platform for NMS Capital to form the new Flourish Research. Flourish Research will become a nationwide network of clinical research sites with therapeutic area and clinical trial phase diversity.

Crosstree’s expertise in both the clinical trial site and pharmaceutical services industry helped the firm advise CTT in identifying NMS as the ideal transaction partner. The resulting recapitalization will enable CTT to accelerate growth and expand service capabilities. This will allow CTT to better serve patients, sponsors, and CROs.

**Crosstree helps clients find the optimal partners to accelerate growth and enhance value for all stakeholders.**

## ABOUT CLINICAL TRIALS OF TX



Clinical Trials of Texas is a clinical trial “super site” with robust infrastructure and processes located in a 20,000+ square foot private facility in San Antonio, TX. CTT has conducted over 1,000 trials to date across more than 15 therapeutic areas and over 50 indications.

## ABOUT NMS CAPITAL

### NMS | CAPITAL

NMS Capital is a New York headquartered private investment firm specializing in strategic equity investments and leveraged buyouts of lower middle market companies. The firm was formed through the spin-out of a group of portfolio companies from Goldman Sachs’ Merchant Banking Division. NMS focuses on companies headquartered in the U.S. poised to benefit from sustainable growth trends with particular concentration on companies in Business Services and Healthcare Services.

## 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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