

## LongueVue Capital Partners Acquires Majority Stake in Summit Clinical Research to Accelerate SMO/IRO Growth



The Non-Alcoholic Steatohepatitis (NASH) clinical trial services market is experiencing double-digit annual growth expected due to the significant unmet clinical needs of this common chronic liver disease. As NASH clinical trial activity increases, demand for experienced, scaled site operators is growing rapidly due to the challenging nature of these trials and heightened competition for sites and patients.

Summit Clinical Research (Summit) is a leading integrated research organization (IRO) dedicated to NASH trials, supporting clinical trial sponsors, research physicians, and investigator sites in the field of hepatology research. Summit delivers a full spectrum of study oversight, enrollment, and site enrichment services, utilizing strategic partnerships and sites from within their

network. The Company's strong fundamentals, differentiated value proposition within NASH trials and other complex indications, and strong clinical operator network made it an attractive platform investment for LongueVue Capital Partners (LVC), who targets growth-oriented companies with scalable, sustainable business models and exceptional leadership teams.

Crosstree's Strategic Services team helped LVC develop well-defined platform investment theses within the SMO/IRO industry and identify Summit as the ideal target to execute their strategy. The resulting transaction gives LVC a majority stake in a platform at the forefront of the high-growth NASH clinical trial services market with multiple paths to value creation.

**Crosstree helps PE firms evaluate and develop growth strategies that maximize value for all stakeholders.**

## ABOUT LONGUEVUE CAPITAL



LONGUEVUE CAPITAL

Founded in 2001, LongueVue Capital is a New Orleans-based equity investment firm focused on providing transformational growth capital to middle-market companies, drawing upon its successful 20+ year track record of partnering with entrepreneurs and management teams to drive value creation. With over \$850 million of committed capital spanning four funds coupled with 150 years of combined operating and investing experience, the LVC team is an ideal partner for middle-market companies at inflection points and seeking to maximize value for all stakeholders.

## ABOUT SUMMIT CLINICAL RESEARCH



Headquartered in San Antonio, Texas, Summit Clinical Research is an Integrated Research Organization dedicated to supporting complex indications, including Non-Alcoholic Steatohepatitis (NASH) clinical trials, and delivers a full spectrum of study enrollment and site enrichment services to sites and sponsors in Summit's network. From its inception in 2018, Summit has increasingly built a leadership team of uniquely specialized physicians, and clinical operations team professionals that span the health care industry.

## 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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